TRADE AND INDUSTRY

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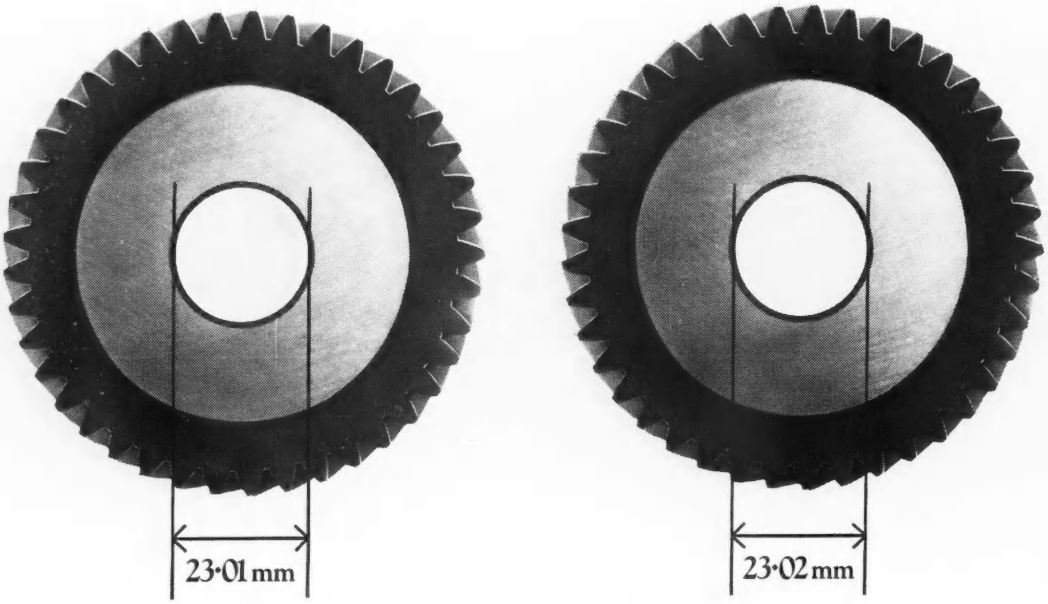
Japan—capital market for a capital product

First tasks for the British Overseas Trade Board

The car market in 1971

Smaller increase in output prices in 1971

France and the UK: quotas for 1972



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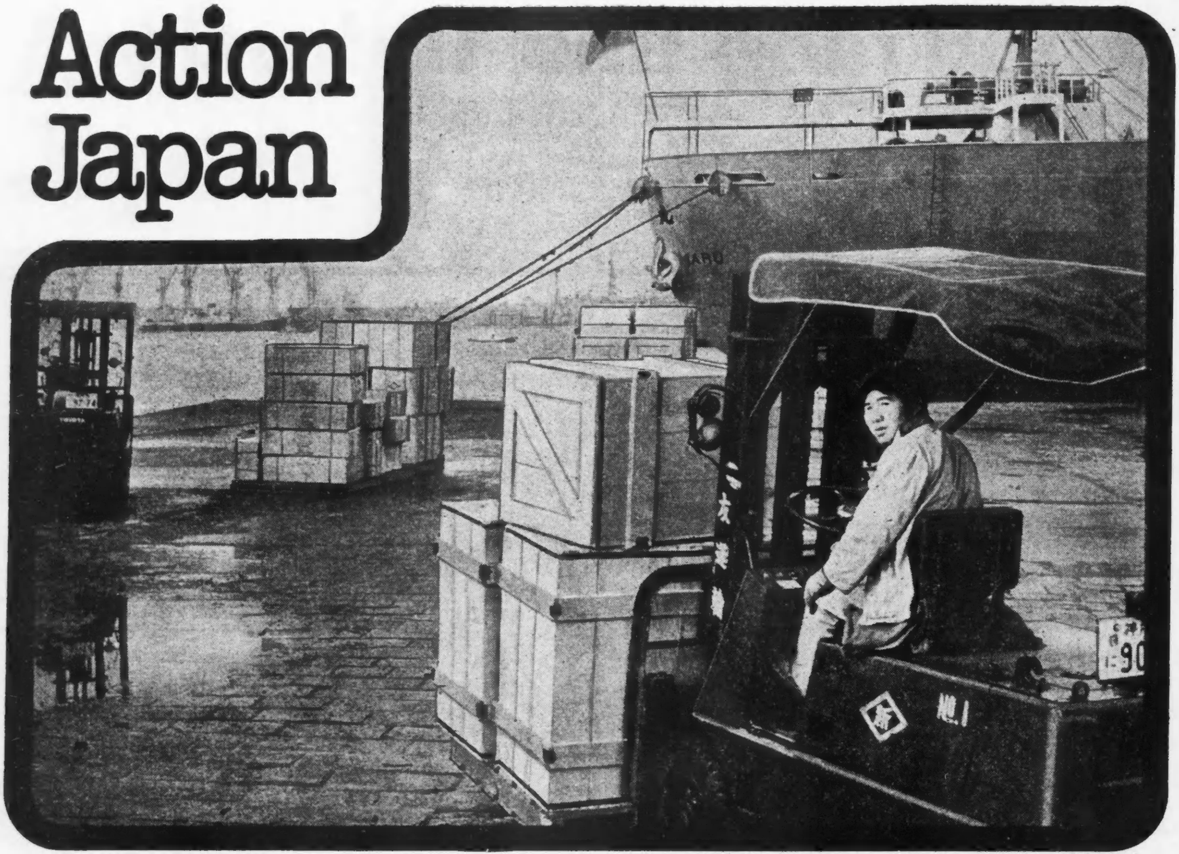

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Japan—capital market for a capital product

By Alan Harvey, First Secretary (Commercial), Tokyo

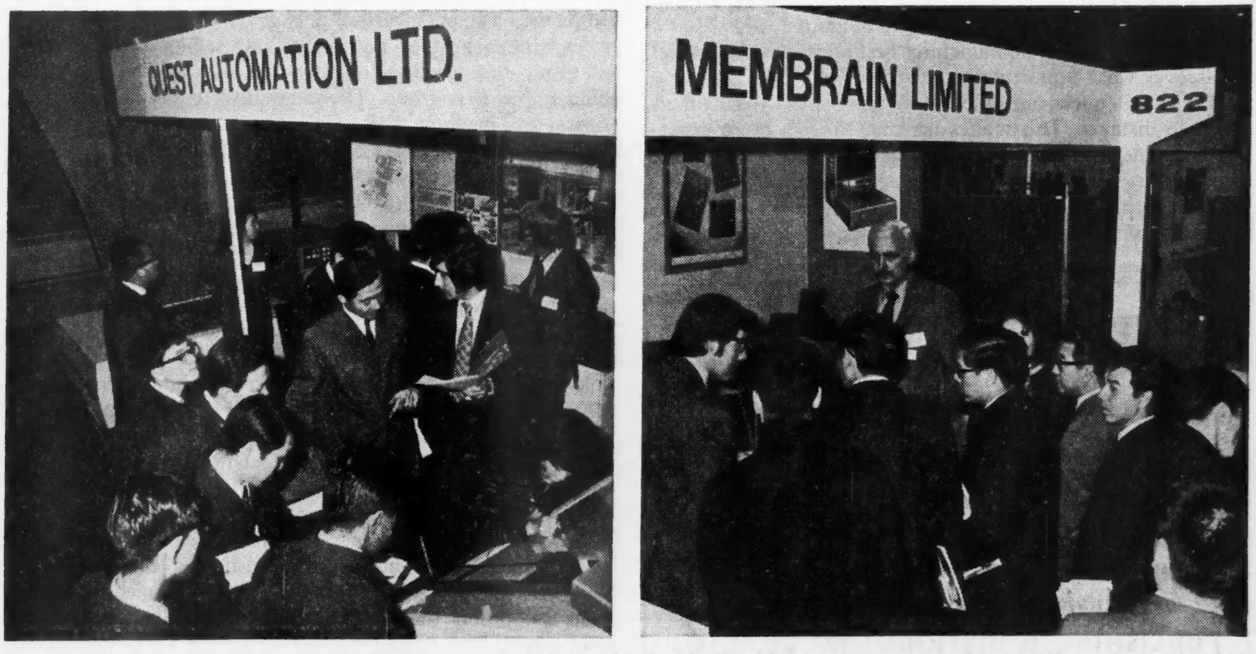
LAST YEAR's currency and trade crisis made us more aware than ever before of Japan's economic weight. Japan now has twice the production of Britain and is second in GNP in the free world. She is a major competitor in world markets. But our awareness of these facts still seems to go hand in hand with lack of knowledge of the Japanese market. This is in sharp contrast to our close acquaintance with markets in the Commonwealth, the United States and Europe. We do not put into Japan anything approaching our effort in other areas. There are understandable reasons for this. Japan is far away—though Tokyo can now be reached from London in 15 hours flight and the new container service will shorten delivery times. There are problems of language and different patterns of thought. But for many companies the opportunities here are so important that they should not let them waste. Fortunately, over the last two or three years there has been a quickening of interest in Japan amongst many British companies.

The British manufacturer should now regard Japan as a rich and sophisticated market similar in many ways to that of Germany or the United States. In some industries Japanese technology has not yet caught up with the best but in others technology is in advance. If a British manufacturer can sell his products in Europe or the US he has a good chance in Japan. This is a good rule of thumb, though there are exceptions. The rule is accurate enough, however, to recommend a manufacturer who is successful in other advanced industrial countries to take a careful look at the possibilities in Japan. The rewards can be good in this enormous market, which can but continue to grow.

Japan's total imports in 1971 amounted to some £7,500 million. This total has been growing by an average of between 15 and 20 per cent per year. After the present cyclical recession is over, this expansion is likely to be resumed. Although raw materials, fuel and food take the largest share of imports (70 per cent), the import of manufactured goods is expanding faster. In this article I deal with the general category of capital equipment, to follow up the preceding article on the market for consumer goods. In 1970 imports of capital equipment amounted to £900 million. Although the Japanese normally look first to their own industry to supply their capital goods, like us they will look abroad for machinery if it is technically superior. It is as true for Japan as for any other country that their machinery cannot be the best in every sector and they are assiduous in seeking out the best product from all over the world. The most important selling point may not be price, but excellence—and, of course, reliability of delivery.

Apart from direct export to Japan, many British manufacturers have entered into agreements with Japanese firms to manufacture their products under licence. Over 9,000 technological agreements have been concluded between Japanese and foreign firms since 1950. The British share was about 8 per cent. These agreements have been profitable for many British companies. Until recently the Japanese Government exercised strict control over the terms of these agreements, but these controls are now being relaxed. A valuable element in some of these agreements has been a reverse flow of technology to Britain. As Japanese technology develops, this reverse flow is an increasingly important consideration.

Some British manufacturers have been far sighted in their approach to the Japanese market, and have established joint manufacturing facilities with a Japanese partner. Again, Japanese controls over capital ventures in Japan were strict, but have been progressively relaxed so that the opportunities now are much wider. The advantages of a successful joint venture



Scenes during Internepcon, the recent electronics exhibition in Tokyo. On the left, Mr. Atherton, the managing director of Quest Automation Ltd. and Mr. C. Sabaage, technical representative, demonstrate equipment. Picture on the right shows Mr. C. A. Davies, and Mr. J. R. Cougan, managing director and sales manager respectively, of Membrain Ltd., with Japanese visitors to their stand.

JAPAN—CAPITAL MARKET
continued

in Japan is that the business expands with the buoyant Japanese economy, so that small beginnings can grow into a very large stake. Some British companies have been dissuaded from trying joint manufacture by worries over capital and personnel. However, Japanese industry operates with a very large proportion of bank loans and the amount of capital needed to start an enterprise may be correspondingly less than expected. Similarly the Japanese partner will provide the staff and very few British may be needed. It is unfortunately true that United States companies have been very much more alive to the advantages of joint manufacture in Japan than have the British.

British exports to Japan last year amounted to about £160 million. In addition, we obtained considerable revenue from our investments, travel and transport, insurance and financial services. The amount of our exports to Japan, although they doubled over the last five years, is still small in comparison with the market. On the whole our consumer goods manufacturers seem to be more active in Japan and the Japanese look to us more readily as a supplier of consumer goods than capital goods. Suzuki-san, Japan's Mr Smith, thinks of Britain as a supplier of top grade woollen cloth, Scotch whisky and Rolls-Royce cars. It is only his more specialist colleagues who know of British achievements in the advanced technology fields. The Japanese industrialist, therefore, or the large trading company which procures his equipment for him, does not normally look first to Britain as a supplier of capital products. Rather would he look to the United States or Germany. There are historical reasons for this but it does mean that British produced goods need to be more actively marketed in Japan.

The first question for a British manufacturer who contemplates the Japanese market is whether his product is a starter at all. It would be very neat if one could list those sectors of industry in which British machinery would most likely find a demand. Indeed, this Embassy is sometimes asked for example, if there is a market for British machine tools. Of course, there is no straight answer to this. The Japanese will only buy a foreign machine tool in preference to one made in Japan if it is superior in one way or another, or Japanese industry cannot for the moment supply quickly enough. The identification of these opportunities is a case by case exercise, and generalisations over a whole industrial sector are of limited value.

How can the British manufacturer best approach the market to discover what opportunities exist for him? The Japanese market is, of course, no different in this respect from others except in distance. This makes personal visiting more expensive and time consuming, but this has to be faced in the long run. To start with, however, some basic inquiries can be made by correspondence. This Embassy receives every day many inquiries from British companies asking us to give a preliminary assessment of the chances for their products. For this purpose we need a concise but thorough description of the product with prices and other basic facts. Once it is established that there is a good chance of selling the product, the next question is how to market it. At this stage the three alternatives of direct export, manufacture under licence or joint venture manufacture should be considered. And it is probable that this is the right moment for a personal visit.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will describe the industrial scene in South Africa.

In considering marketing methods, a few words about agents, trade fairs and the trade press may be useful. Many will have heard of the giant Japanese trading firms such as Mitsubishi and Mitsui, but relatively few know that these trading firms handle a very large proportion not only of the import/export trade but domestic trade as well. Japanese industrial firms, even the largest, are still usually not equipped to carry on their own buying and selling. In effect, they contract this function out to the trading companies, which are specialised in this work. Trading companies also provide financing. There are a few exceptions to this rule. The motor manufacturers, for example, are doing their own marketing, but Japan Steel, the largest steel manufacturer in the world, will still use a trading company for the purchase of raw materials and machinery and for the sale of its product.

Need for agent

Whether the British manufacturer decides on direct export, licensing or manufacture in Japan, he will almost certainly need an agent. There are some 8,000 import agents in Japan so the choice is wide enough. They can be roughly divided into the large trading houses such as Mitsubishi, Mitsui, Sumitomo, which form part of a large conglomerate containing banks, manufacturing companies and often real estate and insurance companies. The members of the group co-operate to some extent with each other, and buying and selling operations for the group are usually done through the trading company belonging to that group. The alternative to the large trading houses are medium and small companies operating in a narrower field. There are also some British importing houses such as Dodwells, Jardines and Cornes, and a few American, Swiss and others, all of which offer certain advantages. The large Japanese companies and the British houses have offices in London. The Embassy is, of course, happy to try to interest importers in handling the products of British companies and can offer some guidelines to the selection of a suitable agent.

Japan is almost as trade fair minded as Germany. Annual fairs catering for almost every industry are held either in Tokyo or Osaka. Many of them are now international, and they are a most important method of promoting a product or interesting an agent. In general, showing in the specialised fairs is strongly to be recommended, and each year we select some of the more promising ones for special British participation under DTI auspices. Occasionally we also put on an all-British specialised exhibition; general industrial exhibitions are no longer cost effective in such a sophisticated economy. This year, for example, we are mounting a British medical equipment exhibition together with an Anglo-Japanese medical symposium.

Although as we have already pointed out, there are limits to the validity of any attempt to select the most promising sectors

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for British exports, it may still be useful to draw attention to some areas where we are achieving sales and could well do more.

Machine tools

In 1970 Britain sold some £1.7 million worth of machine tools out of a total Japanese import of £14 million. The Japanese machine tool industry is now so strong that the normal run of machines will no longer sell—unless there is a sudden, unexpected demand. There are opportunities for machines of advanced design and capability. More important than price, is delivery and performance.

The MTTA in co-operation with the DTI took part in the International Machine Tool Fair at Osaka in 1970 and will show in October this year in Tokyo. This Embassy produced an extensive survey of the market last year and this is available through the DTI.

Mining machinery

The Japanese mining machinery industry is very competitive in most fields of standard equipment. The industry has purchased technology extensively from abroad since the war. There are good opportunities for individual manufacturers of sophisticated equipment, though they would probably do best to consider manufacture under licence in Japan. A recent Embassy report on this market is available.

Marine equipment

Japanese imports in 1970 totalled £2.3 million. Most of this equipment was specified by foreign shipowners building in Japan. Japanese shipbuilders not unnaturally tend to prefer to use their own marine equipment wherever possible. Nevertheless some British manufacturers still have the edge, especially in deck equipment and steering gear; they have a large share of the Japanese import market. A market report is available.

Medical instruments and hospital equipment

The demand for more extensive medical facilities has increased strongly in Japan, and the Japanese medical equipment industry has expanded production accordingly. At the same time, imports have been growing and we think that this will continue. It is important to bring British medical and hospital equipment to the attention of the Japanese doctors and administrators who make the purchasing decisions. Japan has been oriented to the United States and Germany as a result of close relations between the medical professions. An attempt is now being made to bring about closer Anglo-Japanese relations in the medical field. A large-scale Japan/British medical symposium was held in Tokyo at the end of February. Associated with the symposium is an exhibition of British medical equipment in which some 30 British firms are taking part.

Pharmaceuticals

British exports of pharmaceuticals to Japan have more than doubled over the last three years and they now amount to over £11.5 million, 13 per cent of the import market. While this market has vast potential, it is not an easy one for the foreign manufacturer. Firstly, the Japanese industry is strong, with a total production in 1970 of £1,450 million. Secondly, the testing of foreign drugs may take two to three years. Another problem is that there is no formulation patent in Japan for pharmaceuticals, only for processing. Foreign manufacturers tend therefore to enter into arrangements with Japanese manufacturers whereby the sensitive ingredients are supplied in bulk from abroad for final processing in Japan. These arrangements may be direct export, manufacturing under licence, or joint venture companies. All the large foreign pharmaceutical manufacturers have close tie-ups with Japanese companies.

Pollution control equipment

Pollution control is a highly topical subject in Japan, some areas of which must qualify for the most polluted parts of the world. Expenditure on pollution control is increasing very rapidly and one estimate suggests £2,000 million over the next five years. Most of the hardware and instruments will be produced in Japan, but some will be imported and others manufactured under licence. The second exhibition of pollution control equipment will be held in Tokyo in March. There will be participation by British companies, though not as many as we had hoped and the market would seem to justify.

Aircraft and aerospace equipment

The Japanese aircraft industry is growing fast, but is still mainly building military aircraft under licence. The Japanese air lines are mostly standardised on American equipment. However, the Japanese are likely to be amongst the first customers for the Concorde. The British aero engine and aerospace equipment industry has had close links with the Japanese, and Rolls-Royce engines power the Japanese turbo-prop YS 11 airliner. There is some doubt about the next generation of Japanese built civil aircraft. The time seems to be passing for a conventional air bus which was planned in collaboration with Boeing, and interest appears to be shifting towards a Q-STOL airliner. In the defence field Rolls-Royce engines are also being used, and British aerospace equipment manufacturers have aroused considerable interest in the market. The Society of British Aerospace Companies have arranged a number of missions to Japan and took a prominent part in the aerospace show at Nagoya last November, where the main feature was a demonstration of the Harrier.

There are a number of other promising fields for British capital equipment; amongst them the following are worth mentioning:

- industrial fasteners
- textile machinery
- industrial laundry equipment
- paper-making machinery
- printing machinery
- food processing machinery
- processing control equipment
- measuring and testing instruments.

As in other technologically advanced societies, the scene is constantly changing. In the dynamic economy of Japan, the opportunities are changing faster than in most other markets. There is no alternative to keeping in constant touch with the market, and for this a good agent is essential. For some manufacturers the market may be important enough to set up their own sales and service company. This is now allowed. Or the manufacturer may establish his own representative in Tokyo. This will not be cheap, but a representative can oversee the marketing, report on developments in the Japanese industry concerned, and look out for manufacturing possibilities in Japan.

We in Commercial Department are only too glad to provide assistance in investigating the market, and selecting agents. We will also try to place your publicity or news items in the very extensive and important trade press, and assist with exhibitions and trade fairs.

In conclusion, may we commend to your attention the booklet *Trading with Japan* which is obtainable from the DTI. It is packed with useful information for the newcomer to the Japanese market.

First tasks for the British Overseas Trade Board

THE British Export Board has been renamed the British Overseas Trade Board. Announcing this in Parliament on March 1, the Minister for Trade, Mr. Michael Noble, said: 'In accordance with the decision announced to the House on May 11, 1971, the British Export Board was formed on January 1, 1972, to direct the export promotion activities of the Department of Trade and Industry.

'In the course of its initial review the Board concluded that the title British Export Board did not fully express its activities. While its executive responsibilities will remain concerned with export promotion the Board will naturally wish to take into account in the discharge of this function wider aspects of our overseas trade. I have accordingly agreed that it would be appropriate for the Board to be renamed the British Overseas Trade Board.'

The BOTB chairman, Lord Thorneycroft, told a Press conference on March 1 that the Board have decided that their first task should be to study existing Government support of export promotion and the resources devoted to that end (in total about £28 million), in order to decide on objectives and lay down a strategic plan for future activities.

'There have in recent years been many reviews of particular parts of the export promotion field,' said Lord Thorneycroft. 'The Board will take account of all these, but at the same time has felt that it is right to make a re-assessment of the whole field. Accordingly they have appointed a Task Force, headed by Mr. G. V. K. Burton and comprising Mr. W. Hughes, a former DTI Deputy Secretary, Mr. W. J. Luxton of the London Chamber of Commerce, Mr. C. F. Machin of Mullards, Mr. John Whitehorn of the CBI, and Mr. A. S. Woodhams of Fisons. These, with the assistance of others in Government and industry, will study the whole area of export promotion with the object of presenting a report to the Board at the earliest opportunity.

'The Task Force is now approaching a number of firms to discuss with them in depth (preferably at export manager or export director level) the use they make of Government services, their views on existing promotional activities, and any changes which are considered to be necessary. They are also contacting Trade Associations and Chambers of Commerce.

'In addition, the Task Force has under consideration a motivation study amongst firms, because whereas the trend of British exports is well documented in terms of statistics for products and territories, little is known about the factors that are motivating companies to export or not to export, or why they concentrate their efforts on some product ranges and territories rather than on others. This will inevitably involve some work for those whom we approach and while I am reluctant to add to their burdens I do hope they will co-operate with us fully in this important exercise. Only when the full report is received and has been considered will the Board lay down its plans for 1973 and future years.

'The Board recognises that it will need to harness for itself and the DTI the specialised experience of businessmen with expert knowledge of particular overseas markets. It proposes to do so by establishing a systematic framework of links between the Commercial Relations and Exports Divisions of the Department and the business community. The existence of such links will serve to reinforce and provide checks on the DTI's existing knowledge of overseas markets and on its plans for tackling them. The pattern of links will not be uniform. The aim, wherever possible, will be to work through viable bodies in this country with a continuing existence of their own; but where no suitable body exists, and where it is deemed desirable to have a source of business experience, a small number of senior businessmen will be invited to act as a group of advisers on particular areas. The necessity for groups too will depend on the nature of the market and the scope of the resources of Diplomatic Service Posts.

'Meanwhile, the programme for 1972 for Trade Fairs, Missions, etc., which was agreed between the Department of Trade and Industry and the BNEC is proceeding as planned. Decisions have also been taken to embark on certain major events in 1973 for which plans must now be made because of the time scale involved. These include a major Trade Exhibition in China in the early part of the year, and an exhibition in Sao Paulo.'

Lord Thorneycroft (centre), chairman of British Overseas Trade Board, at the press conference, with Mr. G. V. K. Burton (left) and Mr. D. J. Ezra.

The British Export Board is made up of businessmen who are unpaid part-time members, together with one representative each of the Department of Trade and Industry and the Foreign and Commonwealth Office.

The idea behind the formation of the Board is that there should be one closely-integrated organisation to which businessmen and exporting bodies may turn for assistance with export promotion, whether individual or collective, and that businessman should be actively involved in the work of the new body. The Minister for Trade is President of the Board, and will take the chair from time to time.

Personal experience

The businessmen members have been chosen for their personal experience in the field of exporting rather than as representatives of particular organisations or commodity groups. The Board will maintain close contact with the Confederation of British Industry, the Association of British Chambers of Commerce, the Trades Union Congress, trade associations and bodies concerned with particular geographical areas, and it will work as far as possible through these organisations.

The British Overseas Trade Board will direct the whole range of export intelligence and promotion activities that have always been handled by the Department of Trade and Industry, and will have responsibilities for export publicity and for the work formerly carried out by the British National Export Council in connection with trade missions and the European Components Service.

The services include the provision of market intelligence (including the computerised Export Intelligence Service), assistance to British companies participating in overseas trade fairs, support in connection with trade missions, individual services to exporters (through the Export Services Branch and the DTI Regional Offices), and assistance with major overseas projects.

Export Services Division undertakes market research, offers advice and information, and promotes interest in exporting among British firms at home. ESD is also responsible for the Export Sections of the DTI Offices in Scotland, Wales and the five regions outside London, the East and South East. The bulk of day-to-day export promotion business in direct association with individual exporters, trade associations, chambers of commerce and export clubs, and with overseas Posts, is also handled by this Division. Its General Export Services Branch is organised on a product and industry basis and provides, with the Regional Offices, direct contact with buyers and sellers,

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Deputy Secretary, Department of Trade and Industry

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Chairman, Carrington Viyella Ltd.

MR. B. F. W. SCOTT
Deputy Chairman, Joseph Lucas (Industries) Ltd.

Secretary of the Board: Mr. J. R. Cross, Department of Trade and Industry

while the Export Data Branch is the store-house of overseas commercial information.

Fairs and Promotions Branch, a part of the Export Planning and Development Division, carries out promotional activity involving the collective participation by British companies at overseas trade fairs and exhibitions, and the organisation of outward trade missions. The Branch operates a 'joint venture scheme' in collaboration with industry. This provides a framework, at public expense, within which exhibitors may display their products at suitable fairs and exhibitions abroad. The Branch is also responsible for British Weeks and Store Promotions in support of the consumer goods industries. The missions scheme provides financial assistance for groups for businessmen, sponsored by a British trade association or other non-profit-making body, to go on trade missions abroad.

Overseas Projects Group, a part of the Overseas Projects and Technology Division, is a focal point to which consultants, contractors and equipment suppliers can look for co-ordination and official support for their efforts in pursuing capital project business overseas. Another section, the International Technology Branch, is concerned with the detailed negotiations and the implementation of Agreements for technological and industrial co-operation between Her Majesty's Government and other governments.

The British Overseas Trade Board will also be concerned with assisting joint representation arrangements overseas by firms making complementary products; aid to non-official export organisations; information and publicity; awards to exporters; forward planning and evaluation.

In the pursuance of United Kingdom commercial interests in individual countries, the Board will have the services of the Commercial Relations and Exports Divisions of the Department of Trade and Industry. Abroad, the Board will draw on the trade promotion and information network of the Diplomatic Service at Embassies and Consulates throughout the world.

Addresses

The British Overseas Trade Board, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877.

General Export Services Branch, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757.

Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU. Tel. 01-248 5757.

Overseas Projects and Technology Division, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877.

In many cases exporters may find it more convenient to approach the **Regional Offices** of the Department of Trade and Industry.

Inclusive tour prices for the summer of 1973

THE Civil Aviation Authority intends to maintain the standard minimum prices for inclusive tour holidays during the summer season of 1973 at the same levels as already announced for 1972.

One of the functions which the Civil Aviation Authority will assume on April 1, 1972 is the control over minimum prices for inclusive tour holidays by air. In view of the need for early planning in this industry the Authority has made the following announcement in respect of the 1973 summer season up to and including October 15:

> 'The Civil Aviation Authority will wish to examine carefully its future policy as to the control of inclusive tour holidays minimum prices. It will however be unable to complete this examination before deciding applications for licences to operate inclusive tour charter flights in the 1972-73 winter season, or before applications need to be made for such flights in the summer of 1973. For this reason, and so as to allow the industry to complete its plans for that season on a secure basis, the Authority intends to maintain the standard minimum prices at the same levels as have already been announced for 1972.'

Notes

Reason for the control: The minimum prices for inclusive tour holidays by air are controlled in order to safeguard the interests of those members of the public who want, and often depend upon, regular scheduled services available throughout the year. The control also provides indirectly certain safeguards against the financial consequences for the industry and the public of indiscriminate price-cutting.

Since 1967 the minimum prices of inclusive tour holidays taken in Europe have been progressively reduced below the levels of the corresponding public air fares, especially during the winter months. Reductions have been made for short holidays, for holidays in the more distant parts of Europe and for holidays involving direct flights from the provinces. For the winter of 1970-71 further reductions were made for very short holidays (3 and 4 nights) in Majorca.

The present position: The effect of the Authority's announcement will be that the minimum prices announced by the Department of Trade and Industry on February 24, 1971 (in respect of summer 1972 operations), on September 27, 1971 (in respect of winter 1972/73 operations) and on December 17, 1971 (in respect of April 1973 operations) will continue to apply as appropriate until October 15, 1973.

CAA appoints Controller of Finance and Planning

THE Civil Aviation Authority has appointed Mr. Harry Cowderoy Partridge to be Controller of Finance and Planning. He will report directly to the Deputy Chairman. He will co-ordinate financial policy for the Authority and will be responsible for all investment appraisal, corporate planning and reviewing costs and charges for alternative strategies.

Mr. Partridge is aged 46. He served as aircrew in the Royal Air Force during the war. He qualified as a chartered accountant in Edinburgh in 1955 and practised as an accountant there. Subsequently he worked as plant controller with IBM (UK) Ltd, and from 1963-71 was with George Kent Ltd., first as group financial controller, then becoming group financial director in 1969 covering financial affairs of the group at home and abroad.

Discovering the next-generation problems of small firms

—Mr. Nicholas Ridley

A WIDE-RANGING programme to find out what the next-generation problems of small firms are and what their managements see as the priorities for action is well underway, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said in Coventry on March 3.

Speaking at a luncheon of the Coventry Chamber of Commerce, Mr. Ridley declared: 'For too long Governments have neglected small firms and been insensitive to their interests.'

He went on: 'The fact that I am here today shows that we are anxious to get out and about and learn the views of small firms and organisations representing them. The programme of consultation we are carrying out is to discover what people think about the proposals in the Bolton Committee of Inquiry on Small Firms. We have written to everyone in the UK who gave evidence to Bolton and have so far received and analysed 150 replies. We have received around 200 spontaneous letters offering suggestions and comments. And we are doing our best to meet people and give them a chance to put their points personally. So far I or my officials on my behalf have been to Bolton, Burnley, Maidenhead, Harrogate, Teesside, Tyneside, Chesterfield, Leeds, Peterborough, Walton-upon-Thames, Hounslow, Edinburgh, Whitehaven, Northampton, Manchester, Watford and Birmingham.'

Mr. Ridley said: 'I am very much in sympathy with the tone and intention of the Committee's report and firm in my resolution that small firms' interest should never again go by default.

'Any bias or prejudice in favour of large firms would be very short sighted. Many of today's large firms grew directly from very small beginnings—often the efforts of one man. It is this kind of initiative that we prize and wish to encourage. Indeed it has always been our aim to create the conditions in which individual enterprise and effort can flourish.

'The report,' he went on, 'is an excellent and thorough analysis of the small firm sector and its problems. It allows, for the first time, a proper appreciation of the value of the sector. It may surprise you to know that over 90 per cent of all firms in the UK are small and that they contribute some 20 per cent of our GNP and 30 per cent of employment.

'The report defines the vital part which small firms play in our economy as suppliers of specialised components and services, as spurs to competition and in other capacities too. It is a useful reference document for small firms themselves—particularly on sources of finance.

'But most of all it is a guide to Government on the action which is needed to remove the unnecessary inhibitions and discouragements which small firms have faced in the past.

'On the basis of the report, as soon as it was published, we were able to take positive steps. These included:

i. My designation as Minister with special responsibility for small firms and the setting up of a special Division in DTI to co-ordinate consideration of the report and to look after the needs of small firms as a whole.

ii. We said that we accepted the philosophy of the recommendations on form-filling; and that many of those concerning statistical surveys were likely to be acceptable.

iii. We raised the disclosure limits under the Companies Act from £50,000 to £250,000 for turnover and from £7,500 to £15,000 for Directors' fees.

iv. We undertook to ask all local planning authorities to be as helpful to small firms as they could.

'All the remaining recommendations are now being studied. By the summer we intend to reach decisions or conclusions on all the major items in the remaining recommendations, such as form-filling, taxation, competition policy, Government procurement and Small Firms' Advisory Bureaux.

'Whenever policies are being reviewed, the Committee's recommendations will be fully taken into account.

'Evidence of this can already be seen in the consultative document on industrial training issued by the Secretary of State for Employment on February 1, which explicitly refers to the Bolton Committee and takes full account of what it says about the special position of small firms in relation to training levies.

'Much of my work and that of the Small Firms Division must be in collaboration with other Ministers and other Government departments. But we must look outwards as well as inwards; it would be ironic indeed if we treated the follow-up to the Bolton Report as a purely Governmental exercise and failed to make new contacts with small firms themselves—in other words went on doing just what Mr. Bolton and his colleagues said Governments had done in the past.'

Britain a 'world leader' in record production

—Mr. John Davies

MR. John Davies, Secretary of State for Trade and Industry, presented the 1972 New Musical Express Awards at a luncheon given at the Savoy Hotel, London, on February 29.

Mr. Davies said that the UK record industry was one which had acquired great credit for itself world-wide and thereby added to British industrial reputation generally. He went on: 'What is so heartening about the activity involved here today is the fact that it is universally of high achievement. So often I hear of great successes in one part of an industrial operation not being matched in others: brilliance in design let down by inadequacy in marketing, imaginative production methods marred by slipshod packaging, and so on.

'But in your case there really does seem to be a universally high level of capacity in every section. Even to someone not closely associated with the industry, its reputation throughout the whole spectrum of its operations is well known. It's not just the high level of compositional and artistic skill that enjoys a high repute. It is no less the undisputed supremacy in production, in engineering, in presentation, and in marketing which have clearly characterised Britain as a world leader in your industry.

Mr. John Davies, Secretary of State for Trade and Industry, presents one of the 'New Musical Express' awards for 1972 to Mr. Maurice Roach, publicity manager of The Decca Record Co. Ltd. The award was won by Decca Design Studios for the best British-designed long-playing classical record sleeve.

'If proof were needed of such an assertion it is to be found in your very high export performance, where in value terms the export-import relationship is no less than sevenfold. It is to be found too in the achievements of your industry transplanting its skills and talents throughout the world through subsidiary and associated companies. No less is it evident in the magnet this country exercises drawing in those in search of perfection in the technical productive and marketing processes from the world at large.'

Third meeting of Indo-British Technological Group

A MEETING of the Indo-British Technological Group took place in New Delhi on March 2 and 3. The aims of the Group are to identify and review fields of manufacture where technological collaboration between Britain and India can be further developed.

The UK delegation was led by Sir Max Brown, Secretary (Trade) of the Department of Trade and Industry, accompanied by two senior officials, and on the industry side consisted of Sir Norman Kipping, Mr. Campbell Adamson (Director General of the CBI), Sir William Strath, Sir Ridgeby Foster, Mr. G. C. Hepworth and Mr. E. R. Marsh.

The Indian delegation was led by Shri B. B. Lal, Secretary to the Government of India Ministry of Industrial Development, accompanied by six senior officials representing the Economic Ministries, the Ministry of External Affairs, the Department of Science and Technology, etc. Indian industry was represented by Sarvasri Charat Ram, Keshub Mahindra. L. N. Thapar and the Presidents of Federation of Indian Chambers of Commerce and Industry, Associated Chambers of Commerce of India, and All-India Manufacturers Organisation. The Minister (Economic) in the High Commission for India in the UK, Shri B. D. Jayal, travelled over to India for the talks, which were also attended by the Executive Director of the Indian Investment Centre.

The Group last met in London in October 1970.

Notes

The Group was established in 1969, and held its first meeting in New Delhi in February 1970. This was followed by a meeting in London in October 1970. The Group consists of high level officials and industrialists on both sides.

Purchase tax on drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 1) Direction 1972 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from February 18, 1972, is to make the following additions to the entries contained in the schedule to the Purchase Tax (No. 5) Order 1971.

The additions

TO HEAD II OF THE SCHEDULE

Benorylate;
Cyclofenil;
Guaiphenesin mixed with ephedrine hydrochloride, diprophylline and phenobarbitone;
Hexamine hippurate;
Flumethasone mixed with dimethylsulphoxide, prepared for veterinary use.

The extension

In Head II of the Schedule the entry relating to 'Deglycyrrhizinised block liquorice—frangula bark' is extended to read:

Deglycyrrhizinised block liquorice (containing not more than 3 per cent glycyrrhizinic acid) whether or not mixed with bismuth subnitrate, aluminium hydroxide gel, light magnesium carbonate, sodium bicarbonate and powdered frangula bark.

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction.

Traders known to be concerned are being separately notified.

Potato granules anti-dumping investigation

AFTER a full investigation of the anti-dumping application announced on November 16, 1971, the Department of Trade and Industry is satisfied that there is no significant dumping of potato granules imported from Canada. The Department has therefore no grounds for taking action under the Customs Duties (Dumping and Subsidies) Act 1969. Should there be any material change in the situation it would be open to the British industry to make a fresh application which the Department would be ready to examine promptly.

Air travel organisers to be licensed after April 1973

REGULATIONS* enabling the Civil Aviation Authority to license air travel organisers with effect from May 1, 1972 were published on March 1.

The Authority itself assumes most of its major functions on April 1, under the chairmanship of Mr. John Boyd-Carpenter. Power to license air travel organisers has been given to the Authority under Section 26 of the Civil Aviation Act 1971.

The regulations will apply to all who make available or offer to make available as a principal or an agent accommodation for the carriage of persons on flights by aircraft whether or not registered in the United Kingdom, in any part of the world.

Airlines, and bona fide retail travel agents who do not provide accommodation themselves but offer tickets provided by others, will not be required to hold licences. But the regulations will apply, inter alia, to tour operators, brokers and organisers of affinity group travel.

It will not be the Authority's function to regulate competition among travel organisers. It will decide whether or not to grant a licence solely on whether the applicant is a fit person to hold a licence and has adequate financial resources and arrangements.

The regulations provide for appeals to a county court against decisions of the Authority as to the fitness of the applicant.

The requirement to hold a licence will come into effect on April 1, 1973. Operating without a licence or furnishing false information is an offence punishable by fines of up to £400 on summary conviction, or on conviction on indictment to a fine or imprisonment for up to two years.

*The Civil Aviation (Air Travel Organisers) (Licensing) Regulations 1972 SI 223, HMSO, 10½p including postage.

Trade mark law to be reviewed

BRITISH trade mark law and practice are to be reviewed by a Committee under the chairmanship of Mr. H. R. Mathys, a deputy chairman of Courtaulds Ltd. This was announced on February 29 by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, in reply to a Parliamentary Question.

The following is the text of Mr. Ridley's reply:

'We have decided to appoint a Departmental Committee to consider this subject. I am glad to say that Mr. H. R. Mathys, a deputy chairman of Courtaulds Ltd., has consented to act as its chairman. The Committee's terms of reference will be:

> "To examine the British trade mark law and practice and consider whether any changes are desirable in the light of present day trading conditions and international developments."

I will announce the names of members later. In view of the work involved, it is proposed that Mr. Mathys will in due course relinquish his present chairmanship of the Standing Advisory Committee on Patents.'

Anti-dumping application on compound fertilisers

A FULL investigation of the anti-dumping application relating to imports of compound fertilisers from the Republic of Ireland, France, the Federal Republic of Germany and the Netherlands, which was announced on October 20, 1971, has now been completed. The Department of Trade and Industry has found that at the time of the investigation not all such imports were being shipped to the United Kingdom at dumped prices and that the quantity being shipped at dumped prices was not such as to cause material injury to the UK industry nor constitute a threat of such material injury.

This conclusion does not concern the situation in the 1970/71 season, when the application was first submitted, but the situation in the current season and is in respect of prices and quantities already contracted for or expected during the remainder of the season. If the Department receives evidence of dumped imports of compound fertilisers on a more substantial scale than at present from any source it will urgently re-examine the matter.

Monopolies Commission to investigate primary batteries

THE Secretary of State for Trade and Industry asked the Monopolies Commission on February 29 to investigate the supply of primary batteries, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry said in a written Parliamentary answer.

A copy of the reference is published below.

Any person or organisation wishing to offer evidence in relation to this reference should write to the Secretary, Monopolies Commission, New Court, 48 Carey Street, London WC2A 2JT.

THE MONOPOLIES AND MERGERS ACTS 1948 AND 1965

REFERENCE TO THE MONOPOLIES COMMISSION

PRIMARY BATTERIES

WHEREAS it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948') as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965, applies prevail as respects the supply of each of the two following descriptions of goods, namely:

(i) zinc/carbon (Leclanche) batteries, and
(ii) zinc/mercuric oxide batteries

Now, therefore, the Secretary of State in exercise of his powers under Section 2(1) of the Act of 1948 as so amended, hereby refers to the Monopolies Commission for investigation and report the supply within the United Kingdom of each of the descriptions of goods herein before specified.

The Commission shall as respects each of these matters investigate and report

(a) whether the conditions to which the Act of 1948 as amended as aforesaid applies in fact prevail and, if so, in what manner and to what extent;
(b) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions, and
(c) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

Notes

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

Fire insurance
Asbestos and certain asbestos products
Wire and fibre ropes
Electricity and gas connection charges
Boot and shoe machinery
Breakfast cereals
Parallel pricing
Chlordiazepoxide and Diazepam

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Hanson Trust Ltd. and Richard Costain Ltd.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Beadford (Cannon Street) Securities Ltd., 27/32 Old Jewry, London EC2R 8DQ.
Brook Securities and Company Ltd., Brook House, 111 Park Lane, London W1Y 4LY.
Roberts Wilkie Ltd., 23 Victoria Street, Windsor, Berkshire.
Silbury Investments Management (Ernest Solomon Schwab), 696/7 Salisbury House, Finsbury Circus, London EC2.
YBR (Holdings) Ltd., Midland Bank Chambers, 58 Newington Green, London N16 9PX.

Changes of address

Diploma Securities Ltd., 20 Bunhill Row, London EC1Y 8LP.
Investment Management & Finance Ltd., 46 Dorset Street, London W1.
McDunn Sillcox Ltd., 1 Cornhill, London EC3.

Exempted dealers

Addition

Lloyds Bank (Branches) Nominees Ltd., 111 Old Broad Street, London EC2N 1AU.

Change of Name

Securities Agency Ltd. has changed its name to Drayton Corporation Ltd.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Morgan Grenfell Funds (Management) Ltd. 15 Christopher Street London EC2	Morgan Grenfell Income Fund	Coutts & Co. 440 Strand London WC2

Changes

The name of National Westminster Hambro Growth Investment Unit Trust has been changed to National Westminster Growth Investment Unit Trust.

The name of National Westminster Hambro Financial Trust has been changed to National Westminster Financial Trust.

Dowgate Fund Managers Ltd. have changed their address to 36 Bedford Row, London WC1R 4JH.

The name of Westminster Hambro Trust Managers Ltd. has been changed to National Westminster Unit Trust Managers Ltd.

The Import Duties (Temporary Exemptions) (No. 2) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 2) Order 1972.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1973 or, in the case of certain items, until such earlier day as is specified.

The Order came into operation on March 2, 1972 and has been published as Statutory Instrument 1972 No. 226.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 5p) or by post from HMSO, PO Box 569, London SE1 9NH (price 7½p).

Government surplus sales

MINISTRY OF DEFENCE

March 14, 1972 Miscellaneous Stores, Vehicles and Machines

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel. 08692 2073)

Large quantities of surplus clothing and textiles furniture and kitchen equipment; Fire Fighting equipment; 60 Coventry Climax Featherweight Pumps with Axle Assembly; 245 Axle Assemblies; suction hose; extinguishers; Weatherill loading shovel; Neal Mobile crane; Fanell earth auger; Bedford 3-ton truck; Colossus ½-ton gantry; Stacatrucs; Aerolift fork lift truck; pallet transporting trucks; concrete mixers; vibrating rollers; agricultural tractors; road rollers; mobile arc welding plant; compressors; machine tools; telescopic screw jacks; gravity rollers; miscellaneous MT spares; tyres; 9 inch ripsnorters; receiver sets; teleprinter spares; miscellaneous electrical equipment, etc.

March 21, 1972 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Staffs.

Auctioneers: Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-on-Trent, Staffs. (Tel. 0283 64657)

Portable stackers; trailer fire pumps; fire fighting equipment and clothing; electric time recorders; aluminium, brass and lead scrap; woollen, cotton and synthetic materials; motor mowers; textiles; clothing; plastic sheets 160 ft. × 90 ft.; hoist blocks; machine tools; and many other items of miscellaneous equipment and stores.

March 28, 1972 Miscellaneous Stores

Location: The Garrison Theatre, Circular Road South, Colchester

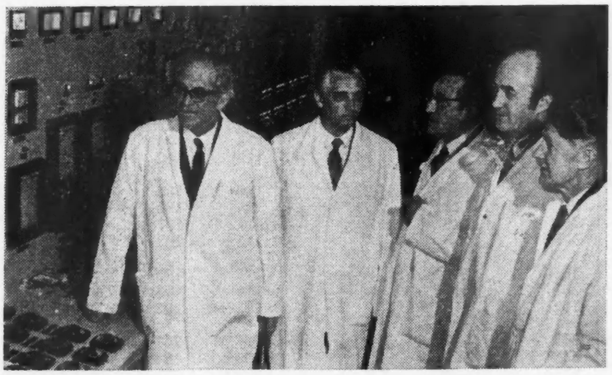
Auctioneers: Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 0206 46161)

Coventry Climax forklift trucks; scientific instruments; compressors and pumps; cameras and photographic equipment; 19,500 ft. run steel scaffolding in 21 ft. lengths; textiles and woollens; mattresses; carpets; non ferrous scrap metals; machine tools including, lathes; drills; grinders; universal miller; hydraulic press 16-ton, etc., various items of clothing and kitchen equipment.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by tender Machine tools

Bench and pillar drills; surface, universal and tool grinders; capstan and centre lathes; horizontal and vertical millers; press, engraving, shaping, sheet metalworking and wood working machines, etc. Located at Risley, nr. Warrington, Lancs. Permission to view on presentation of Tender Form only, from Ministry of Defence, Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m., March 29, 1972.



Mr. Frederick Corfield (left), Minister for Aerospace, made a visit on March 2 to the Springfield Works, Lancs, of British Nuclear Fuels Ltd. With him in the control room of the uranium hexafluoride production plant are (left to right) Sir John Hill, chairman of both BNFL and the United Kingdom Atomic Energy Authority; Dr. H. Rogan, general manager, Springfield Works: Mr. R. Priddle, Department of Trade and Industry; and Mr. T. Tuohy, managing director, BNFL.

DEPARTMENT OF TRADE AND INDUSTRY

Ships for sale

Offers are invited for the purchase of the undermentioned vessels 'as lying' at HM Dockyard, Portsmouth.

2. **'W 26'** Self-propelled Hopper Barge. Steel, built 1938.
G.T. 865. N.T. 343. Length (B.P.) 200 ft. Breadth 35 ft. (mld.)
Depth (mld.) 15 ft. 16 in. Light Displacement 742 tons.
Engines: Twin screw, steam, oil fired, triple expansion, surface condensing by Fleming & Ferguson.
IHP 1443 (combined).

'W 29' Self-propelled Hopper Barge. Steel, built 1945.
G.T. 682. N.T. 302. Length (B.P.) 161 ft. Breadth 33 ft. (mld.).
Depth (mld.) 15 ft. Light Displacement 554 tons.
Engines: Twin screw, steam, oil fired, triple expansion, surface condensing by W. Simons & Co.
IHP 1 000 (combined).

3. Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

4. Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to Purchase "W 26" and/or "W 29"' and must be received not later than noon on March 23, 1972.

5. The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

FOR DISPOSAL NEW AND UNUSED

BRITISH GOVERNMENT SURPLUS STORES
EX MINISTRY OF DEFENCE AND HOME OFFICE
(Army, Navy. Air Force and Civil Defence)

Universal Marquees
14' × 14' Ridge Tents
Bivouac Tents
Army Boots
Woollen Underwear
Fire Hose
Ambulance Stretchers
Tubular hospital bedsteads, complete with spring mattress
Jack Knives
etc., etc.

H. C. BRIGGS LTD
(Government Surplus Contractors)
88 Forest Road, Walthamstow London E.17
Telephone 01-520 2705
All Goods offered from Stock. All Enquiries Welcomed.

Restriction on insurance company

THE Secretary of State for Trade and Industry, Mr. John Davies, has issued a direction under Section 68(1) of the Companies Act 1967 to Undeb Insurance Limited, Ty Undeb, Station Terrace, Cardiff, that it shall cease taking on new insurance business as from March 4, 1972. This prohibition applies to the renewal and variation of existing policies as well as the issue of new policies. It does not prevent the company discharging its liabilities under policies already in issue.

IMF: Gold mitigation deposit

HM TREASURY announce that with the agreement of HM Government, the International Monetary Fund have withdrawn gold worth $28 million (£11 million) deposited by the Fund at the Bank of England in 1965-67.

The deposit was arranged at the time of the 1965 increase in member countries' quotas, when a number of sterling area countries purchased gold from the UK reserves to pay to the Fund the gold proportion of the increase in their subscriptions.

STATISTICS

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

..	not available	r	revised
–	nil or less than half the final digit shown	*	five week period
p	provisional	ø	fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	118	136	329	214	42	51
1971		125.2				104.8									
1969 4th qtr	119	123.3	146	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	148	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	154	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	158	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	162	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	163	162	116	102.1	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.4	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3	174	176	121	105.5	142	148	163	122	140	–21	–47	–11	7
4th qtr		125.1				107.4									
Jul		125.8				105.1									
Aug		126.1				106.2									
Sep		126.9				105.3									
Oct		125.4				108.4									
Nov		125.1				106.8									
Dec		124.7				107.1									
1972 Jan						107.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services) ‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	442
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	633
1971		153.4	*9.4*	132.4 p	137.7 p	245.5	744	129		207 p	197 p	950 p
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	551	197	24,249	172	169	169
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	221
2nd qtr	122	139.5	*5.8*	126.1	126 6	214.0	563	188	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	83
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	210
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	86
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	277
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	348
4th qtr		157.3	*9.2*	132.9 p	140.0 p	253.6	836	118		213 p	202 p	239 p
Jul	117	155.2	*10.1*	135.3	139.0	247.1	766	119		213	195	
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132.3	139.8	250.7	813	118		218 p	203 p	
Nov	116 p	157.3	*9.2*	132.8	139.9	252.6	840	120		200 p	196 p	
Dec		158.1	*9.0*	133.6 p	140.4 p	257.5	855	116		222 p	208 p	
1972 Jan		159.0	8.2	135.2 p	141.3 p	259.5 p	872	119		208 p	205 p	
Feb							873 p	126 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Vehicle production in January

In the four weeks to January 29, 1972, the average rate of recorded production of *cars* was 35,100 a week, 10 per cent lower than the relatively high level achieved in the corresponding period last year; for the home market production was 5 per cent higher but export production was 30 per cent lower. The average rate of production of *commercial vehicles* recorded, at 7,720 a week, was 28 per cent lower (11 per cent and 51 per cent down for the home and export markets respectively) than in January 1971.

It is believed that losses of production on account of industrial disputes were serious in January 1972, and affected production to a greater extent than in January 1971.

On a seasonally adjusted basis, total *car* production in the three months November to January was virtually unchanged compared with the previous three months, August to October; total *commercial vehicle* production was 10 per cent lower.

Table 1. Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

Table 2. The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

TABLE 2. PRODUCTION SEASONALLY ADJUSTED

MONTHLY AVERAGES

Thousands

		Passenger cars			Commercial vehicles		
		For home market	For export	Total	For home market	For export	Total
1966		82	52	134	21.7	14.8	36.6
1967		82	47	129	20.5	11.6	32.1
1968		84	67	151	21.6	12.5	34.1
1969		74	69	143	22.7	16.1	38.8
1970		77	60	137	22.3	15.8	38.1
1971		86	59	145	22.3	15.7	38.0
1971	1st quarter	72	62	134	19.1	14.8	33.9
	2nd quarter	79	62	141	24.1	17.0	41.1
	3rd quarter	87	58	145	22.4	16.7	39.1
	4th quarter	104	56	160	23.8	14.1	37.9
1972	1st quarter						
	2nd quarter						
	3rd quarter						
	4th quarter						
1971	January	89	72	161	24.1	19.4	43.5
	February	70	63	133	18.1	13.2	31.3
	March	58	52	110	15.1	11.9	27.0
	April	75	65	140	22.8	17.3	40.1
	May	84	63	147	25.8	17.6	43.4
	June	78	58	136	23.7	16.1	39.8
	July	76	49	125	22.3	15.0	37.3
	August	96	67	163	23.3	20 1	43.4
	September	90	57	147	21.5	15.0	36.5
	October	98	60	158	23.8	14.6	38.4
	November	99	54	153	23.9	13.8	37.7
	December	114	55	169	23.8	13.9	37.7
1972	January	94	51	145	21.7	9.8	31.5
	February						
	March						
	April						
	May						
	June						
Average of:							
August-Oct. 1971		95	61	156	22.9	16.5	39.4
Nov.-Jan. 1972		102	53	155	23.1	12.5	35.6
Percentage change		+8	−13	N/C	+1	−24	−10

TABLE 1. RECORDED PRODUCTION

			Passenger cars (including taxis)				Commercial road vehicles			
		No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966		52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967		52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968		52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969		53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970		52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971		52	1,027,460	714,479	1,741,939	33,499	268,278	187,928	456,206	8,773
1972										
1971	1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
	2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
	3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
	4th quarter	13	314,795	160,737	475,532	36,579	71,973	43,989	115,962	8,920
1972	1st quarter	13								
	2nd quarter	13								
	3rd quarter	13								
	4th quarter	13								
1971	January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
	February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
	March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
	April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
	May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
	June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
	July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
	August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
	September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
	October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
	November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
	December	5	121,051	58,452	179,503	35,900	25,581	15,308	40,889	8,178
1972	January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
	February	4								
	March	5								
	April	4								
	May	4								
	June	5								
	July	4								
	August	4								
	September	5								
	October	4								
	November	4								
	December	5								

The car market in 1971

A number of detailed statistics are published separately on cars and this article brings some of the major series together in order to give an overall picture of the size and growth of the market. Table 1 below summarises the figures for the years 1964 and 1968/71 and Table 2 gives some quarterly figures for 1971 on a seasonally adjusted basis. The relationship between the various series is discussed in the Statistical Appendix.

1971 compared with earlier years

In 1971, registrations of cars in Great Britain reached a new record of 1.30 million compared with the previous peak of 1.19 million in 1964. This represented a rise in demand of 19 per cent over 1970. Imported cars, which have increased their penetration of the UK market rapidly in the last three years, took nearly a half of the increase partly as a result of shortages of UK-produced cars due to industrial disputes. Demand on UK manufacturers however rose by 12 per cent. There was probably a small reduction in stocks in the system as a whole in both years (although this is not completely certain as the calculated stock change also includes the effect of any discrepancies, timing differences or omissions in the calculation) and the increase in home market production between the two years was also 12 per cent. This brought home market production at 1.03 million cars to the highest level since 1965.

Production for export (accounting for over 40 per cent of total output) fell slightly in 1971 and the rise in total production, for home and export, was only 6 per cent, leaving it at 1.74 million cars still 4 per cent below 1968 and 5 per cent below the 1964 peak. Exports of new cars as recorded in the Overseas Trade Statistics, which differ in timing and to some extent in coverage from the production for export figures, showed a rise of 4 per cent by number, 12½ per cent by value. Imports as recorded in the OTS are normally greater than recorded registrations of imported cars but the discrepancy widened considerably in 1971, which may indicate some stock building of imported cars. Despite the big increase in imports in the last few years, there is still a favourable trade balance in cars of about £200 million and for all motor industry products the favourable balance is very much greater.

Trends during 1971

Home demand turned strongly upward after the relaxation in hire purchase restrictions in mid-year and the reduction in purchase tax in July. Registrations in the first seven months of the year were only 6 per cent above the same period of 1970 but in the last five months they were 40 per cent above. Sales of new cars on hire purchase in August/December were 44 per cent higher than in the same period of 1970. Table 2 shows in seasonally adjusted terms the rise in registrations and in home market production in the second half of the year. Production for export was falling off during the year. Import penetration, the percentage of the home market supplied by imports, which is not seasonally adjusted and normally rises in the last quarter of the year, actually fell in the last quarter of 1971.

Prospects for 1972

Registrations in seasonally adjusted terms were still rising up to the end of 1971. A further rise in registrations is likely in the year 1972 as a whole, although the recent very fast rate of increase is unlikely to persist and the annual growth may be less buoyant than between 1970 and 1971. The rise in imports has flattened recently and although import penetration in 1972 is likely to be above 1971, the increase should not be of the order experienced in the last two years. Even with a rise in imports, production for the home market in 1972 seems likely (barring major losses through industrial disputes) to exceed the existing record established in 1964. With production for export showing some recovery, the opportunity exists for total production also to exceed the 1964 total and to approach the 2 million car annual rate.

STATISTICAL APPENDIX

Home demand

Table 1 line 1 gives Department of the Environment figures of

TABLE 1.
ANNUAL DATA (a)

Registrations and Production	Unit	1964 (c)	1968	1969 (c)	1970	1971	% change 1971 on 1970
1. New registrations, cars, Great Britain	'000	1191	1117	987	1097	1302	+19
2. Net coverage adjustments (add N. Ireland etc. deduct vans registered as cars etc) (b)	'000	−15	—	− 8	− 7	− 5	
3. Home market for new cars, UK (1 + 2)	'000	1176	1117	979	1090	1297	+19
4. Less new registrations of imported new cars	'000	56	91	101	154	248	+61
5. Home market for UK produced cars (3 − 4)	'000	1120	1025	878	936	1049	+12
6. Balance (including stock change) (7 − 5)	'000	+42	−12	+15	−18	−22	
7. Production for the home market	'000	1162	1013	893	918	1027	+12
8. Production for export	'000	706	803	824	723	714	− 1
9. Total production	'000	1868	1816	1717	1641	1742	+ 6
10. Import penetration (% of home market supplied by imports) (4 as % 3)	%	5	8	10	14	19	
Overseas Trade Statistics (New Cars)							
11. Imports (d)	'000	66	102	102	158	281	+ 78
12.	£mn cif	27	49	53	85	171	+101
13. Exports	,000	679	677	772	690	721	+ 4
14.	£mn fob	257	280	341	328	369	+ 12

(a) Figures do not always add to totals owing to 'rounding'
(b) For full description of additions and deductions, see statistical appendix
(c) Production figures relate to 53 weeks in 1964 and 1969 and 52 weeks in other years. All the other series relate to calendar years.
(d) Net imports (ie imports less re-exports) up to 1969. From 1970 re-exports are not distinguished from exports and will therefore appear in both imports and exports. The figures are very small.

TABLE 2
QUARTERLY FIGURES FOR 1971 (SEASONALLY ADJUSTED) (a)

	Unit	Q1	Q2	Q3	Q4	Total 1971
New registrations, cars, Great Britain	'000	265	277	368	392	1302
Production for the home market	'000	216	237	263	311	1027
Production for export	'000	187	185	173	168	714
Total Production	'000	404	423	436	479	1742
	—not seasonally adjusted					
Import penetration (% of home market supplied by imports)	%	17	21	20	18	19

(a) Figures do not always add to totals owing to 'rounding' vehicles in the 'private' taxation class registered for the first time in Great Britain. In order to compare this with UK production of cars, it is necessary to add:

a. The corresponding figures for Northern Ireland, the Channel Islands and the Isle of Man;
b. Taxis (ie 'hackneys' with up to 8 seats);
c. Exempt cars (ie those which pay no vehicle excise duty);
d. Station wagons and estate cars registered as goods vehicles;

and to deduct:

e. Vans, motorised caravans and any other vehicles regarded as commercial vehicles in production figures which were registered for private use;
f. Used cars registered for the first time, eg after import;
g. Personal export scheme cars (counted by manufacturers as production for export and appearing at some stage in Overseas Trade Statistics (OTS) export figures);

The net effect of all these adjustments is shown in line 2 as 'net coverage adjustments' and the resultant figure of demand (ie home market) for new cars in line 3.

Imports

New registrations of imported new cars, derived from information received from the Department of the Environment, are published by the Society of Motor Manufacturers and Traders and although the coverage may not be exactly the same as that of the total home market figures calculated at line 3, any differences are likely to be very small and it is reasonable to relate these two sets of figures to assess import penetration as at line 10. Imports as recorded in the OTS are consistently higher than the registration figures and it has not yet been found possible to account fully for the differences between the two series. The values of imports at line 12 are on a cif basis at the port of entry.

Balance between home production and demand

Line 6 is the difference between demand for UK produced cars calculated as described above, after deducting registrations of imported cars, and UK production for the home market. It will include changes in stocks of UK produced cars both at manufacturers and in the distribution chain, but it cannot be taken as an accurate measure of stock changes because any other omissions or differences in the demand calculations will also be included. Over a number of years the balance tends to be negative indicating that demand is somewhat overstated.

Exports

Production for export figures (line 8) are obtained from manufacturers and include both assembled (built-up) cars and unassembled (KD) cars of at least 50 per cent content. The coverage of the OTS figures (line 13) is theoretically the same but in practice because of the way the components of some KD cars are packed and shipped, the number of cars involved cannot be determined and the value is included with parts and accessories figures. The OTS figures are in consequence usually less than the production for export figures but there are also differences in timing between the two series. The valuation of OTS exports at line 14 is fob at the port of exit and excludes some KD cars as explained above. The value of parts and accessories is excluded.

General

Current figures and in some cases further details can be found in the following monthly government press notices and publications:

Registrations

Department of the Environment press notice—totals, recorded basis and seasonally adjusted.

Business Monitor M1—details by engine size, etc.

Production

Department of Trade and Industry press notice—production for home market, for export and in total, recorded basis and seasonally adjusted.

Business Monitor P1—details by engine size, etc.

Imports and Exports

Overseas Trade Statistics.

Hosiery and other knitted goods—index of production

In the three months ended December 1971, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 1 per cent more than in the three months ended September 1971.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subjected to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147
1970	149
1971 p	149

		Actual	Seasonally adjusted
1969	1st quarter	133	143
	2nd quarter	145	153
	3rd quarter	143	144
	4th quarter	166	147
1970	1st quarter	138	153
	2nd quarter	143	146
	3rd quarter	144	146
	4th quarter	170	151
1971	1st quarter	133	143
	2nd quarter	145	153
	3rd quarter p	148	150
	4th quarter p	170	151
1970	April	140	141
	May	135	151
	June	155	147
	July	127	141
	August	140	154
	September	166	144
	October	184	153
	November	184	151
	December	144	149
1971	January	124	150
	February	135	138
	March	140	140
	April	136	151
	May	149	160
	June	150	149
	July p	142	158
	August p	134	148
	September p	166	144
	October p	182	151
	November p	181	148
	December p	149	154

Northern Ireland index of production

The provisional index of production for December 1971 is 155. This is nine points lower than the index for November 1971, but 10 points higher than for December 1970.

The index numbers for the main industrial groups with the increase or decrease on December 1970 shown in brackets are: textiles 228 (+30 points); clothing 122 (+16); engineering and metals 119 (+5); food, drink and tobacco 109 (+1); timber and furniture 144 (+1); mineral products 134 (+16); other manufacturing industries 232 (+18); gas, electricity and water 216 (+11).

New companies registered in N. Ireland

During the month of January 1972, 35 private companies with a total nominal capital of £266,700; and one private company limited by guarantee not having a share capital, were registered in Northern Ireland.

During January 1971, 25 private companies and one private unlimited company with a total nominal capital of £335,900 were registered.

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WHOLESALE PRICE INDEX NUMBERS

Smaller increase in output prices in 1971

OUTPUT prices continued to rise strongly in the first half of 1971, but slowed very substantially in the second half. Between December 1970 and December 1971, the index for all manufactured products rose 6 per cent, compared with 8 per cent during 1970. Materials and fuel prices, however, rose faster during 1971, by 4½ per cent compared with 2 per cent during 1970.

Basic materials and fuel

The index for all manufacturing rose strongly by 5½ per cent in the period up to July. A reduction of 2 per cent during the following three months was associated with weaknesses in many commodity markets following the introduction of the US import surcharge and related events, but this fall was followed by a partly seasonal increase of about 1 per cent in the closing months of the year.

Table A(i) shows the end-year to end-year changes in the commodity groups included in the index, together with their influence on the overall index.

There were substantial changes in many of the commodity groups. An exception in contrast to recent years was non-ferrous ores and metals, which changed comparatively little (lower by 5½ per cent); an increase in world stocks of the principal commodity in this group, copper, helped reduce price fluctuation in 1971. Much the greatest impact on the index was through crude petroleum prices, which increased by 24 per cent. Increased prices for other mineral products and fuel, which are mainly home produced, also exerted a substantial upward tendency on the overall index. Apart from these three groups, the net impact of changes in the remaining commodity groups was nil.

Materials and fuel purchased by broad sectors of industry

Changes in price index numbers for materials and fuel purchased by selected broad sectors of industry are shown in Table A(ii).

The index for the food manufacturing industries fluctuated during 1971, and between December 1970 and December 1971 increased by comparatively little, about 2½ per cent. Imported materials fell ½ per cent but prices of home produced materials (including packing materials and fuel) rose 5½ per cent.

Price index numbers for all non-food sectors of manufacturing industry increased between December 1970 and December 1971. Increases varied from 3 per cent in the paper and electrical engineering industries to 7 per cent in textiles—a small variation by comparison with recent years, though differences among the sectors were more substantial on an annual average basis. In all cases the bulk of the increase took place during the first seven months of the year; during the last five months index numbers for several sectors fell back a little, and in sectors where prices continued upwards, increases were confined to less than 2 per cent. This change reflected a generally much reduced rate of increase in prices of intermediate products (purchased from other sectors of manufacturing industry and so not covered in the index for manufacturing industry as a whole) as well as the change in trend of prices of the mainly imported materials covered by the index for all manufacturing.

Prices of housebuilding materials, and of construction materials generally, rose by about 7 per cent during the first seven months of 1971 but the rate of increase slowed very substantially and prices rose about 1 per cent in the last five months of the year.

Output prices

The index for all manufactured products rose strongly during the first seven months of the year, 5 per cent in all, though there was a temporary moderate slowing in February and March probably because manufacturers of consumer goods tended to avoid making price changes during the decimalization period. After July, when the CBI initiative on price restraint came into operation, the index

(continued on page 390)

TABLE A (i): COMMODITIES REPRESENTED IN THE INDEX FOR ALL MANUFACTURING INDUSTRY

Commodity	Percentage change December 1970 to December 1971	Effect on price index of basic materials and fuel purchased by manufacturing industry
Ores and metals:		
Ferrous	+ 3.0	+0.1
Non-ferrous	− 5.4	−0.9
Crude petroleum	+24.1	+3.1
Other mineral products	+11.0	+0.9
Raw wool	+ 2.7	+0.1
Other textile materials	+11.9	+0.5
Timber	+ 3.8	+0.2
Paper-making materials	+ 0.7	+0.1
Oils, oilseeds, nuts and kernels	−14.8	−0.4
Hides and skins	+28.1	+0.2
Natural rubber	−18.7	−0.2
Foodstuffs and tobacco	+ 0.6	+0.3
Other materials	+ 5.3	+0.1
Fuel	+ 8.4	+1.5
Total—Materials and fuel purchased by manufacturing industry	+ 4.3	+5.5

TABLE B (i): ANALYSIS OF INDEX OF ALL MANUFACTURED PRODUCTS BY INDUSTRY OF ORIGIN

Industry Group	Percentage change December 1970 to December 1971	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+ 3.6	+1.7
Coal and petroleum products (IV)	+13.7	+0.4
Chemicals and allied industries (V)	+ 8.1	+0.5
Metal manufactures (VI)	+ 6.6	+0.2
Mechanical engineering (VII)	+ 7.1	+1.0
Electrical engineering (IX)	+ 3.8	+0.4
Other engineering and allied industries (VIII, X, XI and XII)	+ 7.7	+1.5
Textiles (XIII)	+ 4.2	+0.3
Clothing and footwear (XV)	+ 4.7	+0.3
Timber, furniture, etc. (XVII)	+ 8.8	+0.3
Paper, printing and publishing (XVIII)	+ 9.9	+0.7
Other manufactures (XIV XVI and XIX)	+ 9.3	+0.7
Total—All manufactured products—Home sales	+ 6.0	+8.0

TABLE A (ii): PURCHASES BY BROAD SECTORS OF INDUSTRY

	Index Numbers 1963 = 100		
Sector	December 1970	December 1971 p	Percentage change
All manufacturing industry	128.1	133.6	+4.3
Food manufacturing	127.7	130.9	+2.5
Manufacturing: other than food, drink and tobacco	128.5	136.1	+5.9
Chemicals and allied	129.1	134.8	+4.4
Steel industries	132.3	140.8	+6.4
Mechanical engineering	139.5	147.4	+5.7
Electrical engineering	145.0	149.0	+2.8
Electrical machinery	146.1	152.4	+4.3
Textiles	104.6	111.9	+7.0
Clothing and footwear	122.9	128.8	+4.8
Timber	138.0	145.4	+5.4
Paper	137.8	141.6	+2.8
Construction	133.8	145.0	+8.4
House building	136.2	146.9	+7.9

TABLE B (ii): OUTPUT OF BROAD SECTORS OF INDUSTRY

	Index numbers 1963 = 100		
Sector	December 1970	December 1971 p	Percentage change
All manufactured products—Home sales	132.4	140.4	+6.0
Food manufacturing	134.9	143.6	+6.4
Manufacturing: other than food, drink and tobacco	129.1	138.6	+7.4
Chemicals and allied industries	114.0	122.3	+7.3
Steel industries	134.6	143.7	+6.8
Engineering and allied industries	133.0	141.8	+6.6
Mechanical engineering	137.9	147.6	+7.0
Electrical engineering	131.0	136.5	+4.2
Textile industries	118.0	123.3	+4.5
Clothing and footwear	119.0	124.6	+4.7
Timber	135.6	147.4	+8.7
Paper	135.8	141.9	+4.5

TABLE C. ANALYSIS OF CHANGES IN PRICE QUOTATIONS FOR INDIVIDUAL ITEMS, DECEMBER 1970-DECEMBER 1971

		Quotations unchanged		Quotations increased		Increased						Quotations decreased	
SIC Order	Total quotations	No.	%	No.	%	Under 2%	2%-4%	4%-6%	6%-8%	8%-10%	Over 10%	No.	%
Coal and Petroleum Products Chemical and Allied Industries (IV and V)	1,244	334	*26.9*	785	*63.1*	82	51	99	113	119	321	125	*10.0*
Metal Manufactures (VI)	397	27	*6.8*	328	*82.6*	15	29	48	96	37	103	42	*10.6*
Engineering and Electrical Goods (VII, VIII and IX)	3,380	862	*25.5*	2,316	*68.5*	90	175	472	360	316	903	202	*6.0*
Shipbuilding and Marine Engineering and Vehicles (X and XI)	326	37	*11.3*	280	*85.9*	7	24	50	49	33	117	9	*2.8*
Metal Goods not elsewhere specified (XII)	1,000	189	*18.9*	753	*75.3*	30	51	140	148	126	258	58	*5.8*
Textile Industries other than Clothing (XIII)	953	208	*21.8*	644	*67.6*	63	143	104	112	81	141	101	*10.6*
Leather, Leather Goods and Fur (XIV)	62	11	*17.8*	48	*77.4*	2	5	8	6	4	23	3	*4.8*
Clothing and Footwear (XV)	607	180	*29.7*	356	*58.6*	39	38	58	51	51	119	71	*11.7*
Bricks, Pottery, Glass, Cement, etc. (XVI)	575	93	*16.2*	472	*82.1*	9	7	46	70	82	258	10	*1.7*
Timber, Furniture, etc. (XVII)	415	82	*19.8*	323	*77.8*	2	22	48	60	44	147	10	*2.4*
Paper, Printing and Publishing (XVIII)	722	192	*26.6*	482	*66.8*	30	67	122	74	51	138	48	*6.6*
Other Manufacturing Industries (XIX)	668	163	*24.4*	471	*70.5*	30	57	75	58	52	199	34	*5.1*
1970/71 Total	10,349	2,378	*23.0*	7,258	*70.1*	399	669	1,270	1,197	996	2,727	713	*6.9*
1969/70	10,166	1,855	*18.2*	7,957	*78.3*	473	537	1,071	1,052	907	3,917	354	*3.5*
1968/9	9,280	3,015	*32.5*	5,772	*62.2*	536	735	1,276	986	640	1,599	493	*5.3*
1967/8	9,091	3,189	*35.1*	5,340	*58.7*	571	894	1,497	936	555	887	562	*6.2*
1966/7	8,741	5,420	*62.0*	2,397	*27.4*	363	597	651	244	171	371	924	*10.6*

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 1

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual averages					Percentage changes				
		1967	1968	1969	1970	1971 p	1966-67	1967-68	1968-69	1969-70	1970-71
	Materials purchased by manufacturing industry										
Orders III to XIX	Basic materials and fuel used in manufacturing industry	107.5	117.3	121.4	126.2	132.4	−0.5	+9.1	+3.5	+4.0	+4.9
	Basic materials	106.3	117.0	121.6	126.2	131.0	−0.9	+10.1	+3.9	+3.8	+3.8
	†Fuel	115.4	119.7	120.1	125.7	140.9	+2.2	+3.7	+0.3	+4.7	+12.1
Orders.IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco	108.4	120.5	125.0	128.5	135.7	−1.6	+11.3	+3.7	+2.8	+5.6
	Basic materials other than fuel	106.7	120.7	126.1	129.2	134.4	−2.6	+13.1	+4.5	+2.5	+4.0
	Materials and fuel purchased by selected broad sectors of industry										
211 to 229	Food manufacturing industries	106.0	110.6	114.2	122.0	127.5	+1.7	+4.3	+3.3	+6.8	+4.5
Order V	Chemicals and allied industries	108.4	115.1	116.7	123.7	134.2	−0.3	+6.2	+1.4	+6.0	+8.5
311 and 312	Steel industries	110.0	114.4	116.7	127.0	139.5	+1.5	+4.0	+2.0	+8.8	+9.8
Order VII (excluding MLH 342)	Mechanical engineering industries	112.0	117.1	125.0	137.9	145.8	−0.3	+4.6	+6.7	+10.3	+5.7
Order IX	Electrical engineering industries	119.2	131.6	145.7	153.6	150.4	−4.0	+10.3	+10.7	+5.4	−2.1
361	Electrical machinery industry	115.8	124.9	134.9	147.8	152.0	−1.9	+7.9	+8.0	+9.6	+2.8
Order XIII	Textile industries	95.9	102.6	103.6	104.0	108.7	−3.9	+7.0	+1.0	+0.4	+4.5
Order XV	Clothing and footwear industries	104.4	110.4	115.8	120.4	126.8	−2.1	+5.7	+4.9	+4.0	+5.3
Order XVII	Timber industries	111.3	120.3	126.9	134.6	142.0	+0.4	+8.1	+5.5	+6.1	+5.5
481 to 484	Paper industries	107.3	115.1	120.7	133.4	141.2	−0.6	+7.3	+4.9	+10.5	+5.8
Order XX	Construction materials	109.1	114.8	119.1	129.2	141.7	+0.5	+5.2	+3.7	+8.5	+9.7
Part of Order XX	House building materials	110.1	116.8	121.5	131.4	143.5	+0.4	+6.1	+4.0	+8.1	+9.2

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

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SMALLER INCREASE IN OUTPUT PRICES IN 1971
continued

rose by only 1 per cent in the rest of the year. Under the CBI scheme, the bulk of the biggest 200 member companies together with a large number of smaller companies have given undertakings to do their utmost to avoid price increases over the 12 months ending July 31, 1972, and to keep any unavoidable increases to a limit of 5 per cent.

Table B(i), shows the effect of price changes in various industry groups on the index for all manufactured products, comparing December 1970 with December 1971. The contribution given in the table excludes goods sold between one group of manufacturing industries and another, except for sales of finished capital goods. All sectors contributed to the increase of 6 per cent in the index for all manufactured products.

Output of broad sectors of industry (home sales)

Table B(ii) gives the end year to end year changes in price index numbers for home sales of selected broad sectors of industry.

Increases during 1971 were less than during 1970 except in the chemicals sector where prices rose 1½ per cent more. In most sectors there was an abrupt slowing of the rate of increase after July. The change in trend was particularly evident in food manufacturing, the engineering industries, and textiles, where around four-fifths of the overall increase took place during the first seven months of the year. Steel prices were little changed after a general increase averaging about 6½ per cent in April.

Table C analyses the number and size of price changes in the individual quotations used to construct the output price series (other than those for food, drink and tobacco). The proportion of quotations that were higher in December 1971 than in December 1970 remained high at 70 per cent of the total but was less than the preceding year's figure of 78 per cent. The more notable change was in a reduction from 49 per cent of all increases to 38 per cent in the proportion of increases of 10 per cent or more (which are frequently the result of two or more separate price increases during the course of the year). The reduction in the proportion of higher quotations was common to all industry groups except the small order for Leather, Leather Goods and Fur, in which, together with Clothing and Footwear, there was also a substantial rise in the proportion of increases above 10 per cent.

Notes on Index Numbers of Wholesale Prices—1963 = 100

(1) The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1963.

(2) The index numbers are calculated from the price movements of nearly 12,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. In building up the index numbers, price movements are combined in proportion to the value of net purchases or net sales in 1963. This use of net weights means that the price movements used to compile the index number for a particular sector of industry are only those which relate to transactions between this sector and other sectors. Transactions between undertakings in the same sector are excluded.

(3) The weights have been derived from the Census of Production, short-term statistics of production, the Trade Accounts, information supplied by trade associations and from various other sources.

(4) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. The index numbers of materials purchased by industry include imported materials. Few indicators of export prices are available, but where possible export unit value index numbers have been used in their absence to construct index numbers of total sales. The price index numbers of total sales are consequently less reliable than those of home market sales.

(5) Commodity index numbers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the index numbers include the value of sales of the principal products of an industry by undertakings classified to other Census industries.

(6) In determining the weights used in calculating index numbers which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(7) As far as possible 'delivered' prices are used in compiling the index numbers of materials purchased by industry; 'ex-works' prices are used in compiling the index numbers of commodities produced in the United Kingdom, unless it is the normal custom of the trade to quote delivered prices. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(8) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(9) To facilitate further calculation the index numbers are given to one decimal place in most cases, but small month to month movements have little significance. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the index numbers of purchases and output of sectors of industries in Tables 1 and 2.

(10) The series of wholesale price index numbers based on 1963 = 100 was introduced in the *Board of Trade Journal* on February 14, 1969. Previously the index numbers were based on 1954 = 100, and the differences between this series and the new series were explained in an article in the issue of the *Board of Trade Journal* dated February 21, 1969.

(11) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

TABLE 2

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual averages					Percentage changes				
		1967	1968	1969	1970	1971 p	1966-67	1967-68	1968-69	1969-70	1970-71
	Output of manufactured products										
Orders III to XIX	Total sales	111.1	116.7	120.9	128.8	139.4	+1.5	+5.0	+3.6	+6.5	+8.2
	Home sales	110.9	115.3	119.8	127.7	137.7	+1.2	+4.0	+3.9	+6.6	+7.8
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco:										
	Total sales	109.3	115.1	118.6	127.0	138.5	+1.4	+5.3	+3.0	+7.0	+9.1
	Home sales	108.2	112.4	115.9	124.6	135.6	+0.8	+3.9	+3.1	+7.4	+8.8
	Output of selected broad sectors of industry										
211 to 229	Products of the food manufacturing industries:										
	Home sales	109.9	114.5	118.6	128.2	140.0	+1.9	+4.2	+3.6	+8.1	+9.2
Order V	Chemicals and allied industries:										
	Total sales	103.7	108.1	109.6	115.2	123.3	+0.5	+4.2	+1.4	+5.1	+7.0
	Home sales	102.1	105.4	106.4	111.2	120.2	+0.4	+3.2	+0.9	+4.4	+8.1
311 and 312	Steel industries:										
	Total sales	105.4	107.5	113.2	130.4	140.5	+1.1	+2.0	+5.3	+15.2	+7.7
	Home sales	106.1	107.1	112.4	130.1	141.2	+1.1	+0.9	+4.9	+15.7	+8.5
Orders VII to XII	Engineering and allied industries:										
	Total sales	110.3	116.0	119.7	129.2	142.4	+1.8	+5.2	+3.2	+7.9	+10.2
	Home sales	109.0	113.1	117.4	128.0	138.9	+0.8	+3.8	+3.8	+8.9	+8.5
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	111.5	115.1	119.9	131.8	144.3	+1.0	+3.2	+4.2	+9.8	+9.5
Order IX	Electrical engineering: Home sales	107.5	112.4	116.3	126.4	135.1	−0.1	+4.6	+3.5	+8.7	+6.9
Order XIII	Textile industries:										
	Total sales	104.9	108.7	112.8	116.9	121.6	−0.7	+3.6	+3.8	+3.6	+4.0
	Home sales	104.1	107.8	111.5	115.8	121.3	−1.0	+3.6	+3.4	+3.9	+4.7
Order XV	Clothing and footwear: Home sales	107.2	108.9	111.5	115.6	122.6	+0.8	+1.6	+2.4	+3.4	+6.1
Order XVII	Timber industries: Home sales	112.3	118.7	122.7	130.9	143.6	+0.5	+5.7	+3.4	+6.7	+9.7
481 to 484	Paper industries: Home sales	107.6	113.1	118.2	130.5	139.7	+0.2	+5.1	+4.5	+10.4	+7.0
Order XX	New construction‡	113	118	124	131	142	+1.8	+4.4	+5.1	+5.6	+8.4

‡ Index of building costs.

WHOLESALE PRICE INDEX NUMBERS

continued

Chart 1

ALL MANUFACTURING INDUSTRY

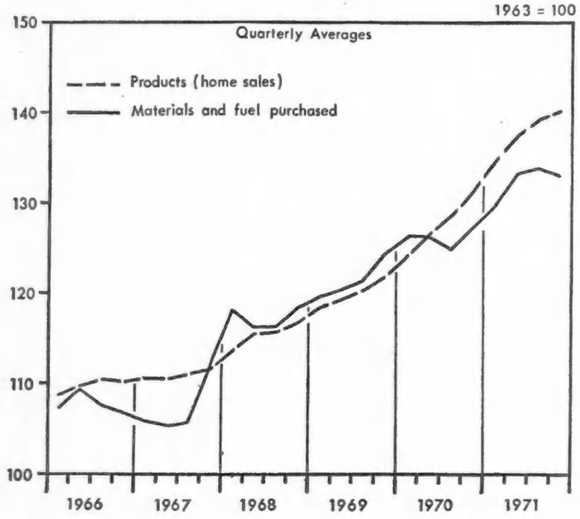


Chart 2

MANUFACTURING INDUSTRY (OTHER THAN FOOD DRINK AND TOBACCO)

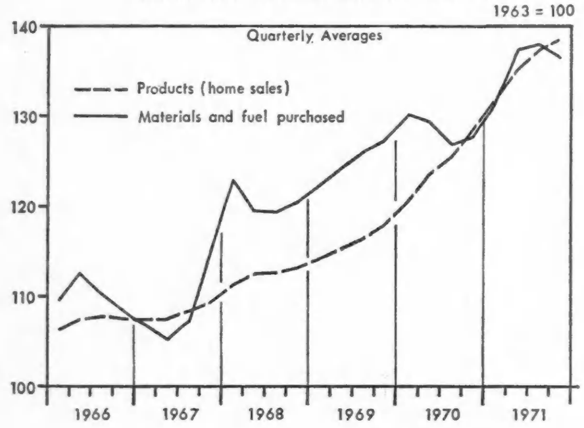


Chart 3

FOOD MANUFACTURING INDUSTRY

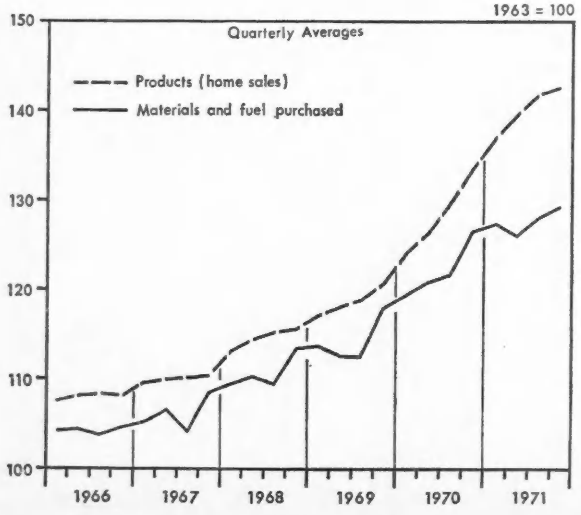


Chart 4

CHEMICALS & ALLIED INDUSTRIES

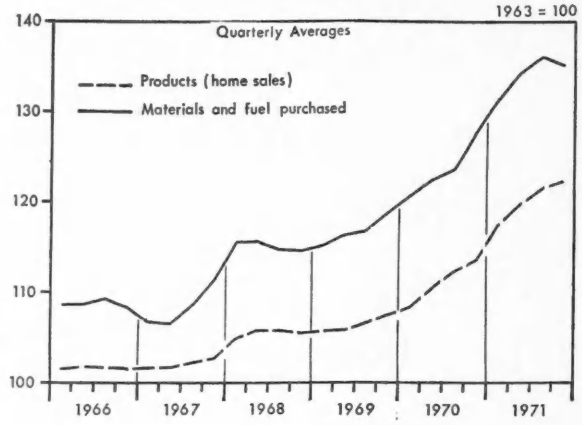


Chart 5

STEEL INDUSTRIES

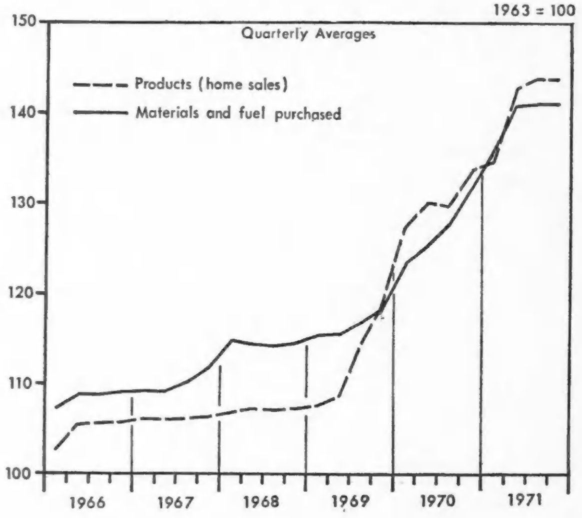


Chart 6

MECHANICAL ENGINEERING INDUSTRIES

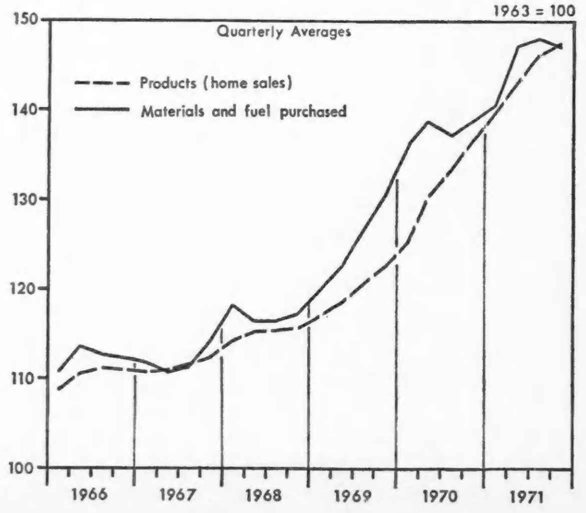


Chart 7

ELECTRICAL ENGINEERING INDUSTRIES

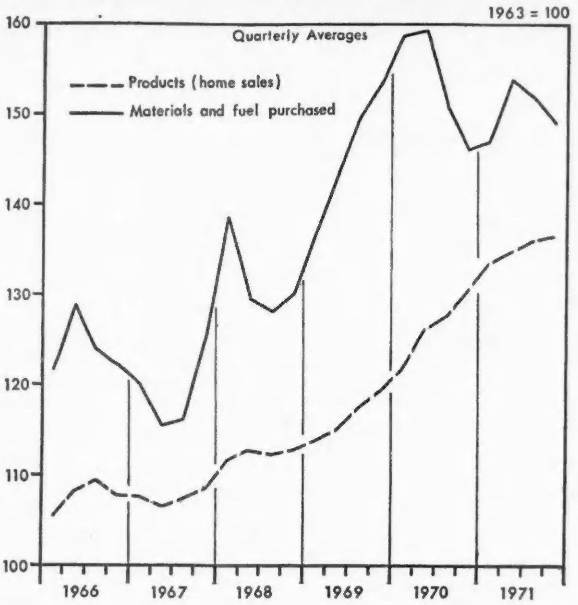


Chart 8

TEXTILE INDUSTRIES

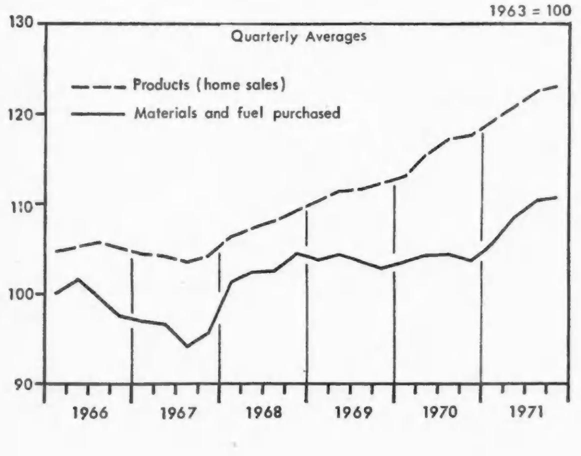


Chart 9

CLOTHING & FOOTWEAR INDUSTRIES

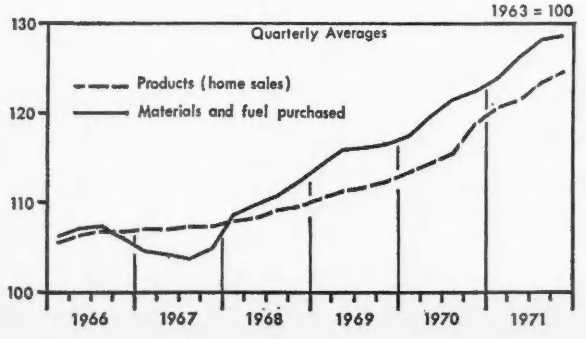


Chart 10

TIMBER INDUSTRIES

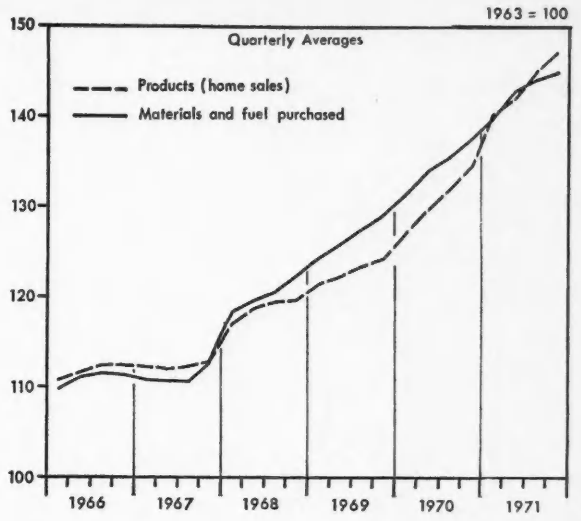


Chart 11

PAPER INDUSTRIES

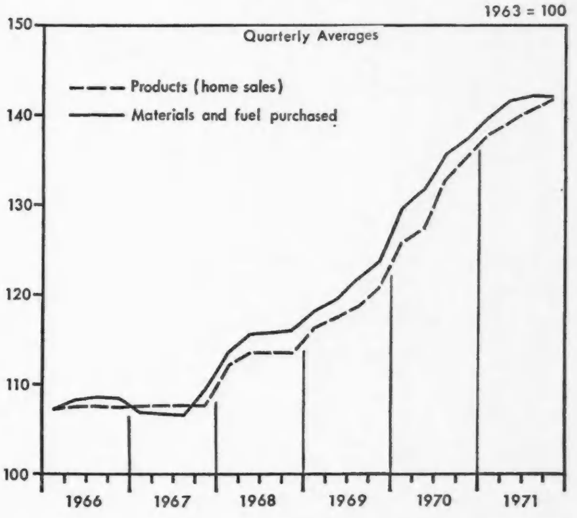
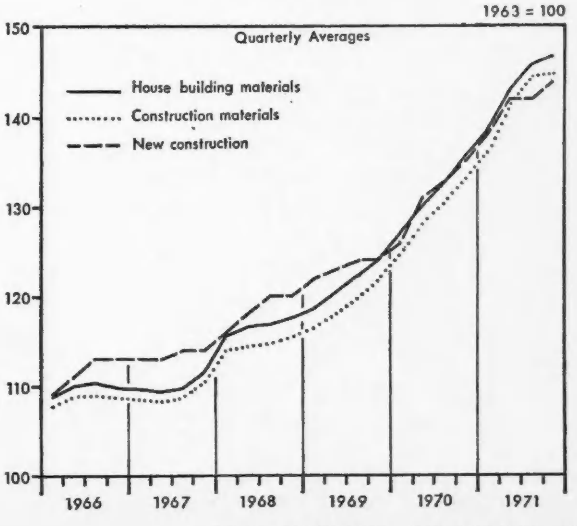


Chart 12

BUILDING & CIVIL ENGINEERING



WHOLESALE PRICE INDEX NUMBERS

continued

TABLE (3a). COMMODITIES PRODUCED IN THE UNITED KINGDOM—1963 = 100

1968 Standard Industrial Classification References		Annual averages 1967	1968	1969	1970	1971 p
Production of Mining and Quarrying:						
101	Coal	112.9	112.9	114.1	131.4	153.3
	Domestic coal	115.3	116.2	119.1	132.2	141.5
102/1	Granite and other chippings, aggregates and roadstones	100.7	99.8	100.7	104.2	108.6
102/2	Slates	116.5	119.3	120.6	124.7	150.5
109/3	Salt	97.2	95.6	95.6	98.2	111.0
Food, Drink and Tobacco:						
211/1	Flour	114.8	121.7	122.5	123.0	130.1
216	Sugar, refined	91.5	93.9	97.1	95.0	108.4
217	Chocolate and sugar confectionery	107.7	115.0	123.9	135.4	145.5
231	Beer	128.3	130.4	140.0	146.6	153.6
240	Tobacco and cigarettes	122.2	127.9	138.4	138.8	139.8
Coal and Petroleum Products:						
262	Motor spirit, two star (including duty)	121.6	131.6	145.1	147.2	154.6
	Medium fuel oil (950 secs.)	108.4	114.0	110.2	112.4	139.9
263	Lubricating oils and greases	104.2	111.7	110.5	114.5	129.9
Chemicals and Allied Industries:						
271	General chemicals	100.3	102.9	104.1	107.2	114.7
	Acetic acid, B.S.S. 576—1950	94.5	97.8	97.8	99.7	102.3
	Acetone, B.S. 509—1964	100.2	103.8	105.1	106.9	105.3
	Aluminium sulphate (14 per cent Al_2O_2)	115.4	119.2	119.2	121.8	132.7
	Barium carbonate, precipitated 98/99 per cent in powder form	108·5	115.7	124.0	134.0	153.6
	Barium chloride, fine crystals, 98/99 per cent	119.4	129.2	129.2	130.7	149.6
	Benzole, pure, B.S.S. 135/2—1963	82.7	84.0	88.3	93.3	85.9
	Butanol, B.S.S. 508—1966	94.5	96.7	94.0	94.9	93.7
	Ethyl alcohol, industrial, B.S. 307—1966 (P.B.S.)	107.0	107.1	107.2	110.7	117.7
	Hydrogen peroxide, 130 vol.	100.0	100.0	100.0	105.1	113.3
	Liquid chlorine	101.0	105.8	109.3	116.4	128.6
	Methanol	103.6	109.5	109.5	114.6	120.6
	Nitric acid, concentrated 100 per cent	94.6	97.2	96.5	104.5	118.3
	Phenols and their salts	80.2	82.3	82.3	86.2	86.8
	Phosphorus and compounds	100.0	104.4	104.4	108.3	136.8
	Salicylic acid, technical or commercial grade	101.2	117.4	120.0	120.0	138.0
	Soda ash, light, ex-works	109.1	113.7	117.2	129.3	144.1
	Sodium cyanide, 98/99 per cent	100.9	103.5	105.7	113.2	122.2
	Sodium sulphide, solid, 60/62 per cent	102.7	109.3	110.4	113.6	131.2
	Titanium dioxide	107.8	111.7	111.9	118.6	126.8
	Trichlorethylene, metal degreasing	103.6	110.6	114.1	124.6	146.2
	Tri-tolyl phosphate	99.8	99.8	100.0	106.4	110.7
272	Pharmaceutical chemicals	92.2	93.8	94.7	104.7	117.0
	Pharmaceutical preparations	94.8	95.5	94.8	96.7	101.4
273	Toilet preparations	114.5	121.2	123.4	131.1	141.8
274	Paint	101.7	103.9	104.8	111.1	124.7
275	Glycerine	135.8	151.6	130.6	127.4	133.1
	Soap	113.7	116.1	121.3	131.6	142.5
	Soapless detergents	100.9	102.2	105.6	110.9	117.1
276	Synthetic resins and plastics materials	93.4	95.7	96.5	99.6	103.8
	Cellulosee, acetate sheet, commercial clear, transparent	106.3	106.7	108.4	117.7	127.8
	Laminated materials	101.3	106.7	108.7	117.7	126.1
	Phenolic and cresylic plastics: moulding powders	100.0	108.2	110.1	118.8	124.5
	Polystyrene and styrene copolymer moulding powders	80.3	78.5	79.2	78.6	80.1
	Polyvinylchloride—granular polymer	86.1	88.7	93.2	95.7	95.7
277	Dyes and dyestuffs	113.6	113.3	120.6	131.4	152.9
	Pigments and earth colours, inorganic	111.8	118.3	125.0	133.3	138.9
279/1	Polishes	114.4	120.1	125.0	131.4	141.7
279/3	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators	114.3	116.0	123.8	139.9	159.9
279/4	Disinfectants	103.4	105.5	108.4	114.2	118.8
279/7	Photographic paper and film, and photochemical materials	104.5	117.6	118.3	121.9	128.9
Iron and Steel and Other Metals:						
311/2	Steel sheets	102.4	102.2	106.1	122.5	133.4
	Tinplate	108.6	108.3	112.5	127.4	140.7
	Other finished steels	106.3	107.3	113.0	130.9	141.4
312	Steel tubes	110.1	113.4	118.5	139.8	154.9
313/3 and 313/4	Iron castings	112.3	113.5	117.5	128.9	144.5
321	Aluminium and aluminium alloy products:					
	Rolled	116.0	128.0	135.1	142.7	148.9
	Extruded and drawn	115.8	125.5	134.1	142.2	152.0
	Castings	117.1	124.2	139.2	152.6	160.0
	Forgings	112.5	116.6	120.7	132.0	140.0
322	Brass ingots, 65/35 B.S.S. 1400-B 3, delivered	165.8	201.9	247.4	258.0	202.8
Mechanical Engineering:						
331	Agricultural machinery	108.1	112.4	116.5	126.7	138.1
336	Construction and earth-moving equipment	110.8	116.2	120.3	129.6	142.1
337/2	Cranes	110.9	114.5	117.3	125.9	133.4
339/6	Portable power tools	105.7	108.0	111.0	120.2	128.6
Surgical Instruments and Appliances, etc.						
353/1	Dental goods	112.2	123.8	128.3	138.1	143.6
	Artificial teeth	106.2	109.7	113.7	124.6	130.1
	Dental equipment	121.7	129.3	135.6	143.8	159.6
	Dental instruments	117.4	123.3	132.7	148.4	168.6
Electrical Goods:						
365/1	Gramophone records, etc.	103.8	104.0	104.2	105.0	112.5
368	Domestic electrical appliances	103.2	104.2	104.4	109.8	118.3
	Electric cookers	99.7	100.4	101.4	102.6	109.5

1968 Standard Industrial Classification References		Annual averages				
		1967	1968	1969	1970	1971 p
	Electric fires and space heaters	109.5	111.8	113.5	119.8	130.2
	Electric cleaners and polishers	101.9	103 0	101.8	109.6	121.8
	Electric refrigerators	100.1	100.2	100.0	103.6	108.7
Other Metal Goods:						
391	Tools and implements	112.1	117.8	124.1	138.0	150.5
392	Cutlery and tableware	111.8	117.6	120.6	131.6	142.3
	Knives, scissors, etc.	117.8	122.6	125.2	136.1	148.8
	Razor blades	98.8	98.9	101.4	109.4	117.0
	Spoons and forks	121.1	136.8	141.3	157.6	169.6
399/6	Domestic hollow-ware	127.8	137.1	143.8	159.5	180.1
399/7	Vats, tanks, cisterns and other industrial hollow-ware	108.2	110.2	115.7	130.3	143.5
399/9	Domestic gas appliances	102.0	102.1	103.5	108.3	117.7
Textiles:						
411	Man-made fibres	86.4	86.3	87.3	89.6	92.6
412, 414/5 and 415	Man-made fibres yarns	98.6	100.0	102.1	108.4	116.8
412	Cotton and cotton mixture yarns	112.0	130.4	135.3	143.5	154.8
	Cotton carded yarns	111.4	130.0	133.7	140.1	152.8
	Cotton combed yarns	114.3	132.6	140.2	154.6	161.1
413	Cotton cloth	111.0	123.8	133.1	144.0	152.6
	Man-made fibres fabrics	103.0	106.2	108.5	113.5	119.3
	Linen	119.7	123.3	126.1	137.0	144.8
	Light linen	124.4	128.6	128.9	140.0	146.2
414/1	Wool tops	82.7	84.2	85.9	79.9	73.4
414/2	Worsted yarn	93.4	96.6	99.6	100.1	100.0
415	Jute yarn	129.9	140.0	154.6	156.0	170.3
	Jute piece-goods	135.8	137.7	147.0	147.0	156.7
416	Rope, twine and net	94.7	95.6	98.8	104.9	112.7
	Cordage, cables, ropes and twines of textile materials	93.6	94.6	97.8	104.5	112.6
417	Hosiery and other knitted goods	97.7	97.5	98.9	99.2	101.0
419	Carpets and rugs	109.3	110.1	114.4	119.3	125.3
	Carpets—woven and tufted	109.3	110.0	114.1	119.0	124.4
421	Narrow fabrics	106.6	110.2	114.2	120.7	131.3
422/2	Canvas goods and sacks	99.4	103.9	110.2	113.6	121.6
429/1	Asbestos manufactures	106.2	111.5	114.0	119.0	129.4
Leather and Leather Goods:						
431/1	Leather for footwear	115.8	124.0	138.1	136.0	137.3
432	Travel goods	112.4	115.0	119.1	125.1	135.4
Clothing and Footwear:						
441-449	Made-up clothing	106.9	108.5	111.3	115.3	122.4
441	Weatherproof outerwear	105.3	105.5	106.6	108.9	112.8
442	Men's and boys' tailored outerwear	106.4	107.5	109.3	114.5	127.4
443	Women's and girls' tailored outerwear	109.8	111.6	113.4	117.9	122.7
445/1	Women's and girls' light outerwear	108.9	110.9	114.5	116.6	119.1
450	Footwear	107.6	109.5	111.7	115.9	122.9

1968 Standard Industrial Classification Reference		Annual Averages				
		1967	1968	1969	1970	1971 p
Bricks, Pottery, Glass, Cement, etc.:						
461/1	Refractory goods, including bricks	106.1	112.8	117.4	124.6	138.7
461/2	Non-refractory goods, including bricks	105.5	109.8	112.2	121.2	136.3
	Building bricks, fletton common-delivered	103.4	111.8	116.6	135.8	150.4
	Building bricks, common, other than fletton, ex-works	115.6	120.0	120.2	129.6	147.8
462/3	Domestic china and earthenware	119.2	124.5	128.6	141.2	160.1
463/1	Flat glass (including safety and silvered glass)	..	104.8	105.9	115.6	130.7
	Other glass products (except containers)	107.3	110.9	113.8	121.4	135.6
463/2	Glass containers	110.2	110.6	112.6	120.5	137.9
464	Cement, delivered	106.7	109.0	110.5	128.1	154.2
469/1	Abrasive paper and cloth	105.2	113.8	117.4	124.1	135.7
469/2	Cast stone and cast concrete products	107.8	110.0	111.0	116.5	..
Timber, Furniture, etc.:						
471/1	Home-grown hardwood, sawn	107.0	108.6	113.1	120.1	130.5
471/2	Building joinery	116.0	124.6	128.7	140.0	157.5
472	Domestic furniture	111.4	117.7	121.2	127.9	138.8
473	Bedding, etc.	109.5	114.9	120.1	130.2	146.1
Paper and Paper Products:						
481	Paper and board	104.6	112.9	117.3	128.3	136.2
482/1	Cardboard boxes, cartons and fibreboard packing cases	110.5	114.3	122.7	137.6	148.0
482/2	Packaging products of paper, etc.	108.3	114.2	115.6	126.8	134.3
	Paper sacks	112.7	120.1	117.3	127.6	132.8
	Paper bags	103.4	108.2	113.0	125.1	134.0
483	Manufactured stationery	107.3	113.1	119.9	132.9	146.4
484/1	Wallpaper	116.2	129.7	124.2	143.6	157.7
Other Manufactured Products:						
491/1	Rubber tyres and tubes	105.4	105.4	110.6	121.0	134.4
491/2	Rubber goods (other than tyres and tubes)	103.3	108.0	114.1	125.6	139.0
492	Linoleum and felt base	117.9	126.9	130.1	138.6	150.9
493	Brushes and brooms	106.7	110.9	115.0	124.9	131.8
494/1	Toys and games	110.0	114.7	118.8	127.3	141.2
	Metal toys	110.5	112.6	118.9	125.3	142.3
	Dolls (stuffed and other) and soft toys	108.3	112.1	118.3	125.8	143.2
	Pedal cars, scooters and toy perambulators	113.4	119.7	122.0	132.1	160.2
494/2	Perambulators, etc.	108.3	113.9	120.5	125.2	138.9
494/3	Sports equipment	108.4	111.1	113.3	117.4	122.5
495/1	Pens and pencils	107.3	112.8	115.3	118.5	128.4
	Pencils (other than mechanical)	110.2	120.8	125.5	133.4	153.6
495/2	Other stationers' goods	108.6	111.8	114.8	121.0	131.9
496/2	Plastics products (other than components and accessories)	92.0	90.5	93.8	98.7	104.2

(***continued on next page***)

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3 (b). COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM—1963 = 100

	Annual Averages				
	1967	1968	1969	1970	1971
Hides and skins	117.8	130.6	155.9	133.2	139.6
Imported	124.5	126.6	150.2	135.0	145.2
Native	108.8	135.9	163.7	130.8	131.8
Non-ferrous metals					
Aluminium virgin ingot, delivered	110.2	129.3	137.6	143.7	144.4
Copper, ex-ship, wharf or warehouse†	178.5	224.3	265.0	255.8	192.6
Lead, ex-ship, wharf or warehouse†	132.1	160.5	193.3	202.9	166.5
Nickel refined, delivered§	114.5	140.5	157.3	189.3	194.2
Tin ingot, min. 99.75%†	134.4	145.5	159.5	170.9	160.5
Zinc, ex-ship, wharf or warehouse†	131.0	144.8	157.8	163.0	167.8
Oils, resins and gums					
Palm oil, c.i.f. in bulk	105.0	92.8	97.1	125.2	128.0
Whale oil, crude	181.2	145.2	140.0	172.7	139.1
Phosphate rock	111.6	119.3	119.4	125.5	125.3
Natural rubber	76.0	84.9	109.5	89.8	73.5
Sulphur, crude c.i.f. (for acid making)	188.1	217.1	186.2	124.9	116.9
Textiles					
Cotton, raw	97.2	112.1	104.0	107.9	122.5
American type	98.7	113.8	102.9	106.8	125.0
Egyptian type	91.1	105.0	108.2	112.1	112.3
Jute, raw, c.i.f. Dundee 'Export Lightnings'	137.9	..	..	..	..
P.W.B. grades	..	141.4	151.7	147.8	152.0
'Export Hearts'	144.9	..	..	..	..
P.W.C. grades	..	152.4	166.8	160.5	164.2 p
Silk, raw, delivered mill	129.4	139.7	138.7	166.8	154.4
Sisal, East Africa No. 1 Grade, c.i.f. London	48.1	52.7	52.3	46.1	52.5 p
Wool, raw	81.8	85.7	83.2	74.3	69.4 p
Merino, c.i.f. United Kingdom	88.2	99.1	92.5	79.7	72.0
Fine, crossbred, c.i.f. United Kingdom	83.4	90.1	83 9	74.0	70.0
Medium and coarse, crossbred, c.i.f.	73.5	67.5	69.2	64.8	67.0
Timber					
Imported hardwood (ex-yard or wharf)	108.6	126.0	133.0	139.1	147.4 p
Imported plywood (delivered to consumers)	112.1	124.9	135.4	142.7	147.1 p
Imported softwood (delivered to consumers)	113.4	125.6	132.5	138.7	144.5
Woodpulp, imported	104.8	117.4	125.9	142.6	149.5

† L.M.E. settlement price.
§ Producers' price.

TABLE 4. ANNUAL AVERAGE WHOLESALE PRICES FOR SELECTED COMMODITIES IMPORTED INTO THE UNITED KINGDOM

	Unit of sale	1967	1968	1969	1970	1971
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works	£ per tonne	198.26	230.26	245.02	256.09	257.20
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per tonne	410.75	515.70	611.44	590.28	444.87
Lead, ex-ship, wharf or warehouse. London Metal Exchange, excluding duty, or premium	£ per tonne	82.44	100.19	120.76	126.78	104.05
Nickel, refined, 4 tonnes and over, delivered consumer's works	£ per tonne	735.45	887.75	994.01	1,215.27	1,246.50
Tin, ingot, min. 99.75 per cent, ex-ship, wharf or warehouse	£ per tonne	1,203.14	1,302.95	1,428.91	1,531.57	1,438.25
Zinc, ex-ship, wharf or warehouse. London, excluding duty or premium	£ per tonne	98.84	109.42	119.24	123.22	126.92
Rubber, raw, No. 1 R.S.S., nearest shipment, closing buyers' price	P. per kg.	15.37	17.08	22.28	18.13	14.39
Jute, raw, c.i.f. Dundee:						
'Export Lightnings'	£ per tonne	126.64	..	..	..	..
P.W.B. grades	£ per tonne	..	138.92	151.93	149.43	151.50
'Export Hearts'	£ per tonne	118.89	..	..	..	..
P.W.C. grades	£ per tonne	—	129.99	144,37	138.88	142.00
East African Sisal No. 1 grade, c.i.f. London	£ per tonne	68.93	76.03	74.59	65.70	76.25
Ceylon coir fibre, mattress. Fair ordinary brown, c.i.f. basis ports	£ per tonne	39.46	44.69	43.32	44.78	51.17
Woodpulp, c.i.f. East Coast, 3 month's payment basis:						
Chemical sulphite, bleached	£ per tonne	54.44	56.85	63.11	71.42	76.08
Chemical, sulphite, strong	£ per tonne	47.74	51.67	54.38	63.69	68.72
Chemical, sulphate, unbleached Kraft	£ per tonne	45.18	48.23	49.70	58.96	62.99
Mechanical, unbleached	£ per tonne	30.20	35.43	35.43	38.41	39.27

In addition to those published in Table 3, index numbers for the following are available on request. The list is provisional.

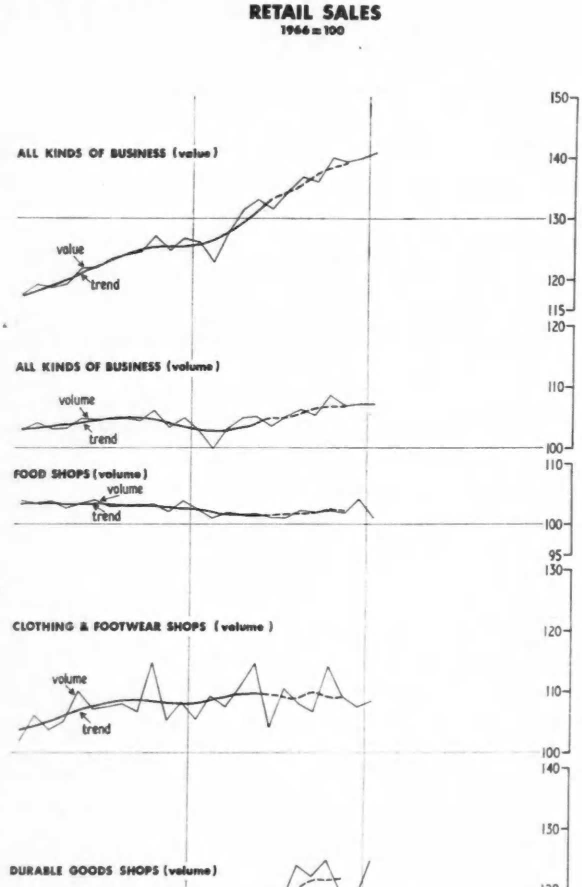
1968 SIC reference MLH	Commodities produced in the United Kingdom
102	Stone and slate quarrying and mining; Stone quarrying and mining; Uncoated limestone roadstone; Agricultural ground limestone; Industrial ground limestone
103	Chalk, clay, sand and gravel extraction; China clay; Stourbridge fireclay; Sand and gravel (ex-pit or works)
221	Vegetable and animal oils and fats
240	Cigarettes; Pipe tobacco
262	Paraffin wax; Petroleum products—Derv
271	Inorganic chemicals; Caustic soda, soda ash and other sodium compounds; Caustic soda; Other sodium compounds; Inorganic chemicals other than sodium and sodium compounds; Inorganic acids other than sulphuric acid; Blacks, carbon and mineral; Phosphorous and compounds; Organic chemicals; Alcohols; Derivatives of hydrocarbons; Nitrogen-function organic compounds; Other organic chemicals; Bleaching materials; Plasticisers
272	Pharmaceutical chemicals and preparations; Pharmaceutical preparations the following; Anti-infective agents; Antibiotics; Hormone preparations; Preparations affecting metabolism and nutrition; Drugs affecting the nervous system; Analgesics; Aspirin and compounds; Other analgesics; Anti-depressives; Preparations acting on the cardiovascular system; Preparations acting on the alimentary system; Laxatives; Preparations acting on the respiratory system
273	Soapless shampoos; Home permanent waving outfits; Dental preparations; Preparations specifically for men; Make-up; Face powders; Lipsticks; Manicure preparations; Other make-ups; Treatment creams; Face creams; Face and skin lotions; Other toilet preparations; Talcum, baby and other dusting powders
274	Primers and sealers; Undercoats; Varnishes and lacquers; Finishes; Emulsion paints
275	Soap, detergents, candles and glycerine; Toilet and shaving soap; Soap flakes, chips, powders; Soapless detergents—paste and other forms; Oleine, stearine, etc.
276	Synthetic resins, plastics materials and synthetic rubber; Phenolic and cresylic plastics—resins; Expandable polystyrene and styrene co-polymers; Amino-plastics-resins; Polyolefin moulding materials; Cellulose acetate and nitrate plastics; Alkyd resins; Polyvinyl chlorides; PVC-moulding materials; PVC-plasticised sheet; Transparent cellulose wrapping
277	Dyestuffs and pigments; Pigments; Synthetic organic pigments; White lead
279	Other chemical industries; Adhesives; Surgical and Medical dressings; Sanitary towels; Sensitised paper, cloth, etc.
311	Steel sheets including electrical and stainless; Electrical steel sheets; Stainless steel sheets; Semi-finished steel; Semi-finished steel for strip mill products, etc.; Semi-finished steel for alloy and stainless products; Semi-finished steel for drop forgings; Semi-finished steel for tubes; Semi-finished steel for forgings; Wire rods; Heavy steel rails; Steel plates; Heavy steel bars and sections; Re-rolled steel bars and sections; Hot rolled steel strip; Bright steel bars; Cold rolled strip—non-alloy; Alloy bars and rods–black; Alloy bars and rods–bright; Finished stainless steels; High speed, tool and magnet steel; Steel castings; Carbon steel castings; Stainless and heat resisting alloy castings; Other alloy castings; Heavy steel scrap; Steel forgings
312	Steel tubes and fittings; Hot finished steel tubes; Electric conduit tubes; Pipe fittings
313	Automobile iron castings; Other engineers' castings; Malleable iron castings; Cast iron stoves and grates; Building and domestic castings; Cast and spun pipes and fittings
321	Aluminium plates, sheets and strip; Aluminium blanks, circles, etc.
322	Brass and brass semi-manufactures; Brass strip and sheet and yellow metal; Copper tubes; copper sheet and strip; Copper scrap
323	Titanium; Cobalt; Lead pipe; Magnesium; Zinc sheets; Bismuth.
353	Other dental goods
365	Broadcast receiving and sound reproduction equipment; Other broadcasting receiving and sound reproduction equipment; Domestic television receivers; Domestic radio receivers and car radios; Radiograms; Record players and tape recorders; Domestic radio, television and allied products
368	Domestic electrical cooking appliances; Electric kettles; Domestic electrical heating appliances; Electric water heaters; wash boilers, etc.; Domestic refrigerators
369	Domestic electric installation materials
391	Files and rasps; Hand-saws and blades; Pliers, pincers and nippers; Agricultural and horticultural edged tools; Carpenters' and builders' edged tools; Spanners and wrenches
392	Spoons and forks–plated with silver; Spoons and forks—stainless steel; Machine knives, guillotine and shear blades; Domestic, etc. knives, scissors and tailor's shears; Razors and razor blades
393	Bolts, nuts, screws and rivets; Nuts and bolts
394	Copper wire in coils
399	Metal furniture (including catering equipment); Metal furniture, office and works equipment; Office, works and other metal furniture; Catering equipment; Enamelled domestic hollow-ware; Galvanised domestic hollow-ware; Aluminium domestic hollow-ware; Steel drums; Slide fasteners; Brass manufactures; Plumbers' brassware; Domestic oil burning appliances; Metal furnishings for doors and windows; Fire extinguishing apparatus; Sheet metal pressings; Gas water heaters and wash boilers; Gas fires
412	Spinning and doubling on the cotton and flax systems; All synthetic yarns; All regenerated yarns; Cotton combed and mixture yarns; Man-made fibre yarns spun on the cotton and flax systems; Regenerated yarns spun on the cotton and flax systems; Synthetic yarns spun on the cotton and flax systems
413	Weaving of cotton, linen, silk, and man-made fibres; Loomstate cotton cloth the following: Cambrics, lawns, voiles, etc.; Surgicals, scrims; Canvas, ducks and awnings; Loomstate man-made fabrics the following: Linings; Dress, shirtings and overall cloth; Furnishing fabrics
414	Woven worsted; Wool rags; Blankets; Synthetic yarns spun on the worsted system
417	Hose; Men's hose; Women's hose; Children's and infants' socks; Children's hose-nylon; Panti-hose; Knitted underwear and nightwear; Men's knitted underwear; Men's underwear—cotton; Women's knitted underwear and nightwear; Women's underwear and nightwear—cotton; Children's and infants' underwear; Children's underwear—cotton; Knitted outerwear; Women's knitted outerwear; Knitted fabrics; Knitted fabrics—weft
419	Woven carpets; Axminster carpets; Wilton carpets
421	Elastic webs and cords; Non-elastic fabrics; Tape and light webbing; Petershams, Galloons and ribbons
422	Made-up textiles; Household textiles and handkerchiefs; Sheets and cotton blankets; Towels; Handkerchiefs; Canvas bags for food
442	Men's and youths' overcoats; Men's and youths' jackets, trousers and suits
443	Women's overcoats; Women's suits, skirts and slacks; Maids' and girls' school and other uniforms
444	Overalls and men's and boys' shirts and nightwear; Heavy overalls and aprons; Men's and boys' shirts and nightwear; Men's and boys' pyjamas; Shirts; Shirts—woven fabric. Shirts—knitted fabric
445	Dresses, lingerie, infants' wear; Dresses and suits—woven fabric; Lingerie; Infants' wear
449	Dress industries, n.e.s.; Corsets, brassieres and swimwear; Corset; Brassieres; Gloves; Leather gloves
450	Boots and shoes—leather uppers; Men's boots and shoes—leather soles; Men's boots and shoes—non-leather soles; Women's shoes—leather soles; Women's shoes—non-leather soles; Youths' and boys' shoes—non-leather soles; Maids' and girls' boots and shoes—non-leather soles; Infants' shoes; Boots and shoes—non-leather uppers; Slippers and indoor footwear; Slippers—non-leather soles; Sandals
461	Bricks, fireclay and refractory goods; Basic bricks; Non-refractory bricks; Non-refractory bricks (other than fletton common and common building bricks); Engineering bricks; Non-refractory goods, other than bricks; Roofing tiles, ex-works; Floor quarry tiles
462	Pottery; Sanitary ware and earthenware tiles; Sanitary ware; Earthenware tiles; domestic earthenware
463	Glass; Domestic glassware; Hand gathered domestic glassware; Glass sheet and plate; Glass, other than containers; Scientific glassware; Illuminating glassware; Glass containers—food; Glass containers—other
469	Abrasive; Building materials, n.e.s.; Pitch fibre pipes; Concrete building and partition blocks; Sandlime bricks; Lime products; Agricultural lime; Hydrated lime for building and industry; Lump lime for building and industry; Plaster—gypsum; Coated limestone roadstone; Coated granite and whinstone roadstone; Roofing felt; Thermal insulation materials; Fencing
471	Homegrown hardwood, sawn, the following: Ash; Elm; Beech; Oak; Doors; Windows and door frames; Other joinery
472	Furniture and upholstery; Non-upholstered furniture, domestic; Bedroom furniture; Bookcases, bureaux and occasional furniture; Dining room furniture; Kitchen furniture; Upholstered furniture; Three-piece suites; Open wood arm easy chairs
473	Spring interior mattresses; Soft mattresses and pillows excluding foam; Mattresses—plastic; Pillows and cushions of plastic foam
479	Wood wool
481	Paper and board other than building board; Coated paper; Coated paper—off machine; Coated paper—on machine; Printings and writings included newsprint;Food wrapping papers; Kraft wrapping paper; Household and other tissues; Industrial and special purpose papers; Uncoated paper; Uncoated board; Packaging boards; Boards for industrial and special purposes; Coated board
482	Packaging products of paper, board, etc.; Cardboard boxes; Cartons; Cartons—food; Cartons—other; Fibreboard packing cases; Solid packing cases; Corrugated packing cases; Paper sacks—food; Paper sacks—other
483	Personal stationery; Commercial envelopes; Stationery and scholastic books
489	General printing and bookbinding
491	Rubber manufactures; Rubber hose; Rubber Motor Accessories; Rubber and plastic machinery belting; Miscellaneous rubber goods; Rubber thread
494	Toys, games, sports equipment and baby carriages; Metal toys—non-mechanical; Plastic toys; Pedal cars and scooters; Perambulators; Folders
495	Miscellaneous stationers' goods
496	Plastic products including components and accessories; Building materials of plastic; Plastic piping and fitments for water services; Domestic catering and furnishing goods of plastic; Plastic bags, wrappers and other packaging materials; Hollow-ware and hardware of plastic including kitchenware; Plastic caps, closures, bottles and jars; Plastic upholstery, cushioning and floor covering (foam)
499	Pianos
	Commodities wholly or partly imported into the United Kingdom
	Paper and paperboard manufactures; Imported hardwood, the following: Mahogany; Utile; Beech; Ramin; Keruing; Quicksilver; Iron ore; Manganese ore; Tungsten ore; Magnesite; Phosphate rock for fertiliser manufacture; Imported hides and skins, wet; Imported hides and skins, dry; Raw wool—imported; Raw wool, India/Pakistan types; Raw jute—imported; Raw jute—PTC grade; Raw jute—PTD grade; Flax; Quebracho; Shellac; Gum Arabic; Tallow; Rosin gum; Woodpulp for the paper and board industries; Chemical woodpulp; Chemical woodpulp—Sulphite bleached; Chemical woodpulp—Sulphate bleached; Chemical woodpulp—Sulphate unbleached; Soya beans; Casein; Wood rosin; Linseed; Castor seed; Groundnuts; Copra; Palm kernels; Herring oil Cottonseed oil; Coconut oil; Olive oil; Groundnut oil; Linseed oil; Coir yarn; Cotton rags; Waste paper

Retail trade in January

THE seasonally adjusted index of the volume of retail trade in January is 107.0 (1966 = 100), much in line with the figures for November and December. Sales by food shops were appreciably below their high December volume, but sales by durable goods shops increased to the level of August-October after dipping in November and December.

In the three months November to January the volume of total sales was ½ per cent more than in the preceding three months, which now include the high October figure. This suggests a continued upward trend in the volume of sales.

The volume of sales by food shops was ½ per cent more in November-January than in the preceding three months. Sales by clothing and footwear shops were 1 per cent less and by durable goods shops 2 per cent less, but sales by other non-food shops were up by 2 per cent.



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.0	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1971 July	105.1	101.0	108.4	111	118	104
August	106.2	102.2	109.6	108	124	105
September*	105.3	101.8	108.1	107	122	104
October	108.4	102.2	113.0	114	125	108
November	106.8	101.8	110.5	109	120	108
December*	107.1	104.1	109.1	107	118	107
1972 January	107.0	101.1	112.2	108	125	109
1971 Aug.-Oct.	106.5	102.0	110.1	109	124	105
Nov.-Jan. 1972	107.0	102.5	110.5	108	121	108
Percentage increase	0.5	0.5	0.4	−1	−2	2

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1971 July	134.4	133.3	135.4	134	144	133
August	136.7	135.8	137.6	132	152	136
September*	136.0	135.9	136.1	131	150	134
October	139.9	136.8	142.3	141	152	140
November	139.3	137.7	140.3	136	148	140
December*	139.9	141.0	139.2	134	146	140
1972 January	140.8	138.4	143.0	136	154	143
1971 Aug.-Oct.	137.4	136.1	138.5	134	151	136
Nov.-Jan. 1972	140.0	139.2	140.7	135	149	141
Percentage increase	1.9	2.3	1.6	1	−2	3

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by January 1972 sales was the four weeks from January 2, 1972 to January 29, 1972, the corresponding period in 1971 was from January 3, 1971 to January 30, 1971.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in January

NEW instalment credit advanced by finance houses and retailers amounted to £192 million in January in seasonally adjusted terms, about the same as the average monthly rate during the fourth quarter of 1971. In the three months November-January total credit advanced was 3 per cent less than in the preceding three months, the reduction being wholly in lending by finance houses.

Credit sales by retailers increased in January to reach the same high level as in August, although in the three months ended January they were slightly less on average than in the August-October period. Sales on instalment credit by durable goods shops and department stores decreased by 6 per cent and 5 per cent respectively between these three month periods, but sales by 'other instalment credit retailers' (mainly mail order houses) increased by 4 per cent.

Total instalment debt owing to finance houses and retailers increased by £35 million in January, bringing the total increase during the three months November-January to £95 million, compared with £137 million during the previous three months. Total debt outstanding at the end of January was 19 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

		Total		Finance Houses†		Retailers‡	
		New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968		1,600	43	769	26	831	17
1969		1,517	−19	701	−21	816	2
1970		1,716	87	822	58	894	29
1971		2,001	244	990	165	1,011	79
1970	1st quarter	403	12	187	6	216	6
	2nd quarter	423	26	204	18	219	8
	3rd quarter	438	20	211	11	227	9
	4th quarter	452	29	220	23	232	6
1971	1st quarter	407	4	211	19	196	−15
	2nd quarter	452	33	210	8	242	25
	3rd quarter	570	108	289	73	281	35
	4th quarter	572	99	280	65	292	34
1971	July	163	10	77	8	86	2
	August	206	54	104	34	102	20
	September	201	44	108	31	93	13
	October	188	39	88	25	100	14
	November	198	33	98	17	100	16
	December	186	27	94	23	92	4
1972	January	192	35	89	19	103	16
1971	Aug.-Oct.	595	137	300	90	295	47
	Nov.-Jan. 1972	576	95	281	59	295	36
Percentage increase		−3		−6		—	
Debt outstanding at December 31, 1971 (unadjusted)		—	1628	—	1010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

		Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million		(862)	(327)	(46)	(489)
1968		110	108	112	111
1969		109	100	114	114
1970		119	112	123	124
1971		132	139	145	126
1970	1st quarter	114	108	113	118
	2nd quarter	118	112	123	122
	3rd quarter	122	115	130	126
	4th quarter	124	115	128	130
1971	1st quarter	107	121	133	95
	2nd quarter	129	119	139	135
	3rd quarter	144	160	156	132
	4th quarter	148	158	151	141
1971	July	134	140	143	129
	August	155	172	164	143
	September*	143	166	161	125
	October	153	162	160	146
	November	152	157	157	149
	December*	140	155	140	131
1972	January	155	160	166	151
1971	Aug.-Oct. Av.	150	167	162	137
	Nov.-Jan. 1972 Av.	149	157	153	142
Percentage increase		−1	−6	−5	4

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by January 1972 sales was the four weeks from January 2, 1972 to January 29, 1972. The corresponding period in 1971 was from January 3, 1971 to January 30, 1971.

The Bankruptcy Acts 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended December 31, 1971 and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four Quarters are as follows:

Receiving orders and Administration orders	4th quarter 1971	3rd quarter 1971	2nd quarter 1971	1st quarter 1971	4th quarter 1970
High Court	431	298	386	315	276
County Courts	770	794	819	830	904
Total	1201	1092	1205	1145	1180
Deeds of Arrangement					
Total number registered	31	45	48	26	53

Information regarding the quarter ended December 31, 1971 was published in greater detail, with an analysis of the bankruptcies in the respective courts, in the '*London Gazette*' dated February 24, 1972.

United Kingdom official reserves in February

HM TREASURY announce that during February the UK official reserves rose by $11 million (£4 million) to stand at $6,991 million (£2,683 million) at the end of the month. This was after an advance repayment of $43 million to the US Ex/Im Bank and the withdrawal by the International Monetary Fund of gold worth $28 million on deposit at the Bank of England.

Business Monitor

The following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:
- Wheeled tractors for December
- Radios, television sets and sound reproducing apparatus for November
- Salt for December

Quarterly at 37½p a year post free:
- General printing and publishing for second quarter 1971
- Shop and office fitting for third quarter 1971
- Contractors plant for third quarter 1971
- Cocoa, chocolate and sugar confectionery for third quarter 1971
- Miscellaneous manufactures of paper and board for second quarter 1971
- Cranes for third quarter 1971
- Organic chemicals for fourth quarter 1971
- Wooden containers and baskets for third quarter 1971
- Leathergoods for third quarter 1971
- Motor cycles and pedal cycles for second and third quarters 1971
- Glass for third quarter 1971

Civil aviation series

Monthly at £1 a year post free:
- Airport activity for December
- Air passengers for December
- Air freight and mail for December

Quarterly at 50p a year post free:
- Domestic passenger traffic for second quarter 1971

Quarterly at 37½ p a year post free:
- Air passengers—international and cabotage for second quarter 1971

Service and distributive series

Monthly at £2 each a year post free:
- Food shops for January
- Clothing and footwear shops for January
- Durable goods shops for January
- Miscellaneous non-food shops for January

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, 1971 on page 562.

Business Monitor for pharmaceuticals

The first three quarters results of a new statistical inquiry into manufacturers' sales of pharmaceutical chemicals and preparations have recently been published in the Business Monitor series. The figures relate to the fourth quarter of 1970 and the first two quarters of 1971.

The inquiry was started after detailed consultation with the industry and is designed to fit into the new system of industrial statistics which is being developed by the Government statistical service. As well as meeting official statistical requirements, the inquiry will also provide private industry with detailed sales information for marketing and management purposes.

This new inquiry is the first short-term inquiry conducted by DTI into the sales of pharmaceutical preparations and chemicals. Moreover, the system of classification of products which is based on the parts of the body to which drugs are directed and hence called the anatomical classification, has not previously been used in the collection of statistics by Government.

In view of the foregoing and the detailed nature of the inquiry, response in the first two quarters of the inquiry, was slow. Since then the returns are being received more quickly and it is hoped to speed up publication of future results.

The new Monitor is available on subscription of 37½p per year from HMSO, PO Box 569, London SE1.

New Business Monitor for photographic and document copying equipment

The first quarter's results of a new quarterly statistical inquiry into manufacturers' sales of photographic and document copying equipment was published on March 2. The results, which are for the third quarter of 1971, are published in the Business Monitor series.

The inquiry, which is designed to fit in with the new system of industrial statistics being introduced by the Government Statistical Service, was started after consultation with the industry, and it supersedes a former quarterly survey into photographic, xerographic and document copying equipment.

Copies of the monitor, reference P48, are available on subscription of 37½p per year, post free from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, March 3, 1972.
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Whoever Slew Auntie Roo?	BR/E 36017/5/3/77	92	February 28	MGM-EMI Distributors Ltd.	American International Productions (England) Ltd.
Highlands	BR/E 36018/5/3/77	31	February 28	Rank Film Distributors Ltd.	Ogam Films Ltd.
One Day In Irvine	BR/E 36019/5/3/77	21	February 28	Rank Film Distributors Ltd.	International Film Associates (Scotland) Ltd.
The Corpse	BR/E 36023/5/3/77	90	February 29	Grand National Film Distributors Ltd.	London Cannon Films Ltd.
Universal Soldier	BR/E 36024/5/3/77	90	February 29	Hemdale Film Distributors Ltd.	Appaloosa Productions Ltd.
Movietone News 2230	BR/E 35882/5/3/77	8	March 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2230A	BR/E 35883/5/3/77	8	March 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The House That Screamed	F 36012	76	February 28	MGM-EMI Distributors Ltd.	Anabel Films S.A. Madrid
The Ravine	F 36013	72	February 28	MGM-EMI Distributors Ltd.	Francesca Films Inc.
Such Good Friends	F 36014	102	February 28	Paramount Pictures (UK) Ltd.	Sigma Productions Inc.
McCabe and Mrs. Miller	F 36015	121	February 28	Columbia-Warner Distributors Ltd.	David Foste Productions
Island of the Sun–Madeira	F 36016	23	February 28	Rank Film Distributors Ltd.	Francisco de Castro, Lisbon
Psycho Killer	F 36020	71	February 29	Grand National Film Distributors Ltd.	Medford Film Corporation
Embassy	F 36021	90	February 29	Hemdale Film Distributors Ltd.	Weaver Productions Ltd.
Commando Attack!	F 36022	90	February 29	Hemdale Film Distributors Ltd.	SAP Cinematografica Rome
Goin' Down the Road	F 36025	90	March 2	Contemporary Films Ltd.	Phoenix Films, Toronto
Voice of the Water	F 36026	58	March 2	Contemporary Films Ltd.	Netherlands Government Information Service
The Bookseller Who Gave Up Bathing	F 36027	99	March 2	Amanda Films Ltd.	Sandrew Film and Teater AB Stockholm
Birkenhead Highways	F 36028	30	March 2	The County Borough of Birkenhead	The Mayor, Alderman and Burgesses of the County Borough of Birkenhead

Amendment to the Register:

The title of the film 'A Strange Love Affair' (F 35747) registered on October 19, 1971, which was amended to 'Two Girls In My Bed' has been amended to 'Never Twice With Any Woman' and the playing time amended to 104 minutes.

TRADE PROMOTION

EXHIBITIONS and FAIRS

Mr. Corfield invites Lord Mayor of Bristol on Concorde flight

MR. Frederick Corfield, Minister for Aerospace, has invited the Lord Mayor of Bristol, Alderman Mrs. Helen Bloom, and her husband Mr. Sidney Bloom, to accompany him on his flight in Concorde 002 to Hanover in April. Bristol, where the Concorde supersonic airliner and its engines are made, has a 'twinning' link with Hanover.

Concorde is due to take part in the flying display at the Hanover Air Show on April 23. Mr. Corfield will represent the British Government at both the Air Show and the Hanover Fair which are taking place at the same time.

The aircraft will leave for Hanover from its test base at RAF Fairford, Glos., on April 22 and return the following day.

British sporting goods manufacturers score in Chicago show

From the British Consulate-General, Chicago

TWENTY-SEVEN British sports goods manufacturers scored a great success at the 43rd annual National Sporting Goods Association Show held in Chicago's new exhibition centre, McCormick Place on-the-lake from February 13-17. This is claimed to be the largest sporting goods trade show in the world.

The 27 firms participated in a joint venture, organised by the Department of Trade and Industry, the Federation of British Manufacturers of Sports and Games, and the Camping Trade Association.

A total of 1,165 exhibitors displayed sporting goods over an area of 600,000 square feet of floor space on two levels, in 2,405 booths which were visited by nearly 31,000 trade people, an increase over last year's event in both the number of exhibitors and visitors.

This truly international event included other national groups such as Canada, Austria, Germany, Belgium, Finland and Italy. Britain had two group displays, one in the general sporting goods area, and the other in the camping exhibit area. Both displays were most impressive and compared favourably with European and American competition.

Many of the British exhibitors were successful in making agency agreements and others chalked-up substantial sales through their existing agents. One notable British success was Ackles & Pollock Ltd. who have developed a soft ball bat made from high strength tapered alloy tubing. Not only were they able to appoint an agent; they also secured substantial orders for bats for this American game.

Between them, the two British groups wrote nearly $½ million worth of initial business and received 1,165 firm inquiries.

Mr. Sandy Spink, General Secretary of the Federation of British Manufacturers of Sports and Games, who accompanied the group, regarded this event as 'the best yet in North America'.

According to Dr. Lawrence Steinmetz, Professor of Marketing at the University of Colorado the four billion dollar sporting goods market should increase substantially during 1972 and increases are expected in sales or tennis equipment as a result of the large number of new tennis courts planned for this year. Hiking and camping gear are expected to show substantial growth too. With more emphasis being placed on individual participation, the demand for recreational and athletic footwear has grown and will continue to grow much faster during 1972.

Next year's event is to be held in the Houston Astrodome from February 4-8.

Two joint venture stands at Munich Building Show

From the British Consulate General, Munich

THE 4th International Exhibition of Building Materials which took place in Munich from January 29-February 6 was the biggest ever.

It was not only attended by 143,000 visitors from 43 countries, but 684 journalists thought it worthwhile to come to Munich.

Eight hundred and sixty-nine exhibitors from 13 countries presented their products which covered all aspects of modern building materials ranging from aluminium, stainless steel, wood, concrete, ceramic and glass to plastics and building chemicals.

The United Kingdom was well represented by 20 firms on two joint venture stands organised by the Building Materials Export Group in conjunction with the Department of Trade and Industry.

The Common Market countries such as Belgium, France and the Netherlands were, of course strongly represented but non-EEC countries such as Liechtenstein, Austria, Sweden, Czechoslovakia and Finland also had strong contingents.

Well pleased

The British exhibitors on the joint venture stands were generally more than pleased with the results obtained which, as in an exhibition of this kind, were not spectacular sales made on stands but familiarising the building trade with one's products and, equally important, finding agents or distributors for Germany and other parts of Europe. This aim was, in the opinion of all exhibitors, achieved.

Simplon Interline Trading Co. Ltd. who were showing their portable floodlighting towers with diesel-driven generators, came to the exhibition to find distributors for Germany and the surrounding countries. At the end Mr. Lansdowne Wheeler, managing director, had negotiations in hand with Germany, Austria, Switzerland, Sweden and Spain, with several firm expressions of interest from each country.

Bonsack Baths Ltd. exhibited their range of highly fashionable glass fibre baths to support their three regional distributors in Germany and to make contact with other countries. Their stand was crowded throughout and at the end a very exhausted stand staff admitted to not only receiving many spontaneous orders from German customers, but also to having made contact with distributors in all the West European countries.

Gothenburg Plastics Exhibition—Scanplast '72

SCANPLAST '72 which is the largest plastics exhibition in Scandinavia will be held from November 9-15 at the Swedish Fair building in Gothenburg. The Federation of Sussex Industries, Seven Dials Corner, Brighton Sussex BN1 3JS (Tel. Brighton 26189, Telex 87323) will be organising a group display by British firms with the support of the Department of Trade and Industry under the joint venture scheme. The Director of the Federation, Mrs. N. Potter, will be pleased to provide further information to interested firms.

ELB

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High standing of British confectionery emphasised at Cologne Show

From the British Embassy, Bonn

The Sweets and Biscuits Fair in Cologne, now firmly established since its successful inauguration in February 1971, this year attracted an increased number of German and foreign exhibitors.

Two hundred and seventy-three German and 80 foreign direct exhibitors, plus five German and 108 additionally represented foreign firms, presented a comprehensive range of sugar and chocolate confectionery, biscuits and cakes to the 3,520 German and 1,380 foreign confectionery wholesalers and large buyers who visited the fair during its five days.

The British sweets and biscuits industry was well represented with 26 companies on the German importers/agents stands and 16 direct exhibitors, 12 of whom were grouped on a joint venture stand sponsored by the British Food Export Council in conjunction with the Department of Trade and Industry. With this number, Britain supplied the second largest foreign contingent after the Netherlands.

Generally, the event proved very successful for UK companies. British confectionery enjoys a good reputation in the Federal Republic and it is therefore not surprising that German importers reported keen interest from German buyers and wholesalers.

Although German buyers also visited British firms participating on the joint venture stand, business discussions here were on a more international basis. On the opening day, Maynards were delighted with an order for 100 tons of their sweets which they obtained from an Irish buyer. Bendicks (Mayfair) Ltd. who exhibited in a German fair for the first time regarded their participation as a great success. They were surprised at the number of a total of 50 serious inquiries received not only from European countries but also from the United States, South Africa, Israel and Morocco.

Another newcomer to a German fair was Joseph Terry and Sons Ltd. who emphasised the particular usefulness of their participation in respect of the opportunity they had for studying packaging and presentation of an almost complete range of items manufactured on the Continent which enabled them to obtain a clear impression of what is required for European markets. They too had numerous expressions of interest on a world wide basis in their products, mainly from companies who were interested in their agency.

Symbol Biscuits Ltd. were equally pleased with the result of the Fair and number of inquiries received from many parts of the World including the Federal Republic of Germany.

Britain's music industry well represented at Cannes

When the doors closed at the end of the Sixth International Record and Music Publishing Market (MIDEM) at Cannes many of the British companies present reported that the 1972 Market had been the most successful they had attended. The Market held at the Palais des Festivals attracted more than 4,000 representatives of 650 companies from 36 countries.

The leading position held by Britain in the field of popular music and the importance which the industry attaches to this event was once again reflected in the size of the British participation. A total of 69 companies—43 music publishers and 26 record companies—participated with the support of the Department of Trade and Industry under its joint venture scheme. A further 90 British companies exhibited independently mostly as delegates attending the Market without taking a stand.

The British participation was second only to that of France (161 companies) and considerably more than our nearest challengers the United States (85 companies) and West Germany (36 companies).

Although the large well-established companies were again much in evidence there was a number of small, and in some cases newly established, companies participating in the joint venture for the first time. The opportunity to make contact with representatives of the music industries in all the principal countries was invaluable, particularly to the smaller companies who were able to conclude deals involving direct sales and licensing worth many thousands of pounds.

A new development this year was the showing for the first time of companies producing equipment for recording studios. Their presence at MIDEM is further evidence that Cannes in January is the meeting place for the world's music industries.

Brussels International Book Fair

In the article 'Trade Fairs in Belgium' (*Trade and Industry*, February 17, page 282), it was stated that W. H. Smith & Son (Brussels) is the organising body responsible for the British stand at the Brussels International Book Fair. This was incorrect. The Book Development Council, being the Export Division of the Publishers Association is responsible under the joint venture assistance scheme of the Department of Trade and Industry. W. H. Smith & Son act as stockists for this event and assist in the manning of the national stand.

International Brewing, Bottling and Allied Trades Exhibition

Earls Court, London
17-21 April 1972

Daily 10.00-18.00

BREWEX 72 demonstrates the latest developments in equipment, machinery, materials, ingredients and ancillary products used by the brewing, soft drinks and allied industries.

You won't want to miss BREWEX 72 if you are concerned with making or selling beer, wine, spirits and soft drinks.

A prominent feature of the exhibition will be the national and international competitions for beers and soft drinks, and the display of fine quality malting barley and hops.

A technical session under the title "Advanced Automation Techniques applied to the Brewing Industry" will be held at BREWEX 72 on Tuesday, 18 April.

brewex'72

To the organisers:
The Trades' Markets & Exhibitions Ltd.,
Commonwealth House,
New Oxford Street, London, WC1A 1PB
Please send me full details of the International Brewing, Bottling and Allied Trades Exhibition.

Name ____________________

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Address ____________________

Travel tickets, accommodation, car hire and other facilities can be provided on special inclusive terms for your visit to London.
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Telephone 01-734 2673
Please send me details of the inclusive arrangements for visitors to the International Brewing, Bottling and Allied Trades Exhibition.

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MEMBER OF THE ALLIED BREWERY TRADERS' ASSOCIATION

Small firms' debut at Cologne Housewares Fair

From the British Embassy, Bonn

Six trade associations, together with 61 exhibitors co-operating with the Department of Trade and Industry, and eight independent or represented firms, made up the formidable British representation at the International Housewares and Domestic Appliances Fair in Cologne (February 6-9).

The international character of the Fair is illustrated by the fact that of the 39,800 entrance fee paying trade visitors to the four-day event, 9,100 were from 59 foreign countries. The exhibitors were also international, there being 409 foreign exhibitors and 125 represented foreign firms among the total of 1,220 exhibitors and 200 represented firms. The exhibitors occupied 12 of the 14 halls of the Fair ground, and a gross area of 140,000 square metres.

The number of visitors this year dropped 3 per cent for Germany and increased 2 per cent for foreign visitors. But the quality judged by the lengthy discussions which took place on stands, and the orders taken, was good.

Good business was achieved on the stands of domestic appliance manufacturers, particularly those exhibiting the small electrical appliances, in which new automatic and electronic developments have improved the convenience of this type of equipment. There was a wide selection of equipment in this category which found a great deal of interest among visitors. Electrical massage and excercise equipment for the home also attracted many inquiries. Sharing in the buoyancy of this section of the exhibition were six members of the Association of Manufacturers of Domestic Electrical Applicances, all of whom were well satisfied with the business done and inquiries received. Newcomers to this section Ablec Ltd., were very pleased with their first visit to Cologne, and established exhibitors, Rima Electric Ltd., were able to continue their record of Cologne successes.

Visit of Lord Mayor of Sheffield

The six members of the United Kingdom Cutlery and Silverware Manufacturers Association, most established exhibitors, and used to the extreme competition of their particular trade, gained much publicity from a visit to their stands of the Lord and Lady Mayoress of Sheffield, Mr. and Mrs. Harold Hebblethwaite.

The members of the British Artmetal Export Group, in common with most exhibitors in their section, were able to record good business, one member writing the largest single order ever taken at an exhibition. The Bamex stand was able to book the same volume of business after the first day of this fair, as they had booked during the whole of their last exhibition.

The smallest British exhibit, but by no means the least interesting was that of the members of The Council of Small Industries In Rural Areas, in which seven small firms participated, and which had a wide range of giftware on show, including pottery, stuffed toys, table lamp bases, etc., all with the individual stamp of small-scale production. All the firms were new exhibitors, interested in making contacts and learning about exporting.

The largest group of British exhibitors were members of Hardware Manufacturers Association with 28 Companies exhibiting a very wide range of household equipment in metal and plastic. Generally speaking, results were good with Taylor, Law and Co. Ltd., Cannon Rubber Manufacturers Ltd., Samuel Groves and Co. Ltd., and Aladdin Industries Ltd. expressing themselves well satisfied with business achieved and inquiries received. Regular exhibitors were able to renew old contacts, and offer new products and developments to their customers, and all exhibitors were pleased that they had brought their products to Cologne.

Prices in the Federal Republic are under pressure, and at the closing press conference it was stated by spokesmen for the trade that increases of 3-5 per cent had been registered. On the other hand a number of experienced British exhibitors reported increased interest from German buyers and that price comparison, in spite of the customs duty, are becoming interesting, and point to the prospect of very much increased business in the German market for British firms, when tariff barriers are reduced.

Food promotion boosts sales

From the British Consulate-General, Lyons

Purchases of British food and drink items in the French Casino-Epargne supermarket chains are expected to rise by 30 per cent, representing an estimated value of £145,000 as a result of a recent British promotion.

For a fortnight the 56 supermarkets of the Casino-Epargne group were given an unmistakably British atmosphere by means of an overall store decoration and British music relayed over the pa system.

Over 100 hundred British items were on sale including tea, biscuits, marmalade, whisky, chocolate and beer.

The group is the largest grocery retailing concern in France, particularly strong in the south and south-east of France. This was the fifth British promotion the group has organised.

DTI 'Low-Cost Aids to Production' event

A 'low-cost Aids to Production' exhibition and seminar, organised jointly by the Department of Trade and Industry and the North Staffordshire Polytechnic, will be held at Trentham Gardens, Stoke-on-Trent, from March 21 to 23.

The object will be to demonstrate some of the low-cost aids available to industry and how these may be applied to achieve increased productivity, quality and safety, as well as decreased unit costs. Sixteen manufacturers will exhibit control, hydraulics, electrical, mechanical and other equipment, much of it in current and successful use in industry. Supporting displays will illustrate the work of the DTI's West Midlands Regional Office, Birmingham, the West Midlands Low-Cost Automation Advisory Centre, Birmingham, the North Staffordshire Polytechnic and the Industrial Liaison Centre at Stoke-on-Trent.

Lectures will be concerned mainly with ceramics, light engineering and textiles, but the principles involved should also be of interest to visitors from other industries. Some of the talks will describe the work of the largely DTI-sponsored Low-Cost Automation Centres.

The event is the seventh in a series organised by the Department in various parts of the country

The Exhibition and Seminar will be formally opened at Trentham Gardens by Mr. L. J. T. Clifton, head of the Machine Tools & Manufacturing Machinery Division of the DTI, at 10.30 am, Tuesday, March 21.

British medical exhibition and symposium in Tokyo

The first all-British exhibition of medical equipment and pharmaceuticals to be held in Japan was staged in Tokyo's Science Museum from February 28-March 6.

Thirty-three UK manufacturers of medical and hospital equipment and pharmaceuticals participated in the exhibition which was organised by the Department of Trade and industry.

Twenty six models exhibited at Vancouver Motor Show

From the British Government Office, Vancouver

The 7th annual British Motor Show was held at the Bayshore Inn, on the Vancouver harbour waterfront, from February 10-14. The Show, which is one of three major British car shows held annually in Canada and the only exclusively national motor show to be staged in the city, was sponsored jointly by the British Automobile Manufacturers Association in Canada (BAMAC) and the Department of Trade and Industry.

It was officially opened by Chief Superintendent Michael J. Byrne of Scotland Yard, Deputy Commandant of the Metropolitan Police Driving School at Hendon of which his father was one of the founders.

Twenty six models were exhibited and British Leyland Motors Canada Ltd. choose the occasion to unveil their new Austin Marina. Three models of this family saloon were on display—the 2-door, the 4-door and the GT. British Leyland Motors also displayed nine other cars—the Austin Mini, the MG Midget, the MBG, the Triumph Spitfire, the Triumph GT6 Plus, the Triumph TR6, and Jaguar V12 convertible, the Jaguar V12 2-+-2 Coupe and the Jaguar XJ6 Saloon.

The Ford Motor Co. of Canada put on show six models of its popular Cortina line—a 4-door Wagon, two 4-door saloons, two 2-door saloons and a 2-door Coupe GT.

Other exhibits included a Rolls-Royce Silver Shadow and a V12 Aston Martin DBS.

Supporting accessory exhibits were mounted by Joseph Lucas, Smith's and Castrol Oil.

Good results from Cologne men's fashion fair

From the British Embassy, Bonn

'A firework of Form and Colour' was the theme of the 3rd International Fashion Fair for Men's Leisure Wear (February 18-20) which occupied three halls of the Cologne exhibition grounds. For the first time, a joint venture of 14 British firms, promoted by the Clothing Export Council and the Department of Trade and Industry, was an important feature of this Fair.

Three hundred and twenty-six firms (25 per cent foreign) exhibited, an increase of 19 on 1971, with the number of trade visitors increasing by 8 per cent to 15,100 during the three days.

Conservative attitude

British exhibitors did well although results varied from firm to firm. The impression was formed that German buyers are still too conservative to buy high-fashion merchandise for men, except for boutique buyers, who seemed to be at the Fair in only small numbers. On the other hand, British knitwear firms exhibiting merchandise ranging from colourful socks to fashionable pullovers and sweaters did well, with stands busy throughout, and booking good orders.

Leather clothing manufacturers with fashionable, but also more traditional, collections attracted many inquiries and good business, whereas high fashion leather clothing and leather accessories exhibitors had a quiet time. The experience of British exhibitors in this section of the market would apply to exhibitors of similar merchandise generally. British duffle coats sold well, as did a wide range of printed T-shirts offered by British firms.

MISSIONS and TOURS

Dutch contractors see field tests

A PARTY of nine plant buyers and pipeline contractors from Holland recently visited the manufacturing plant of the Spate and Simplite ranges of pumps at the premises of William R. Selwood Ltd., Chandler's Ford, Hants. The party also included two delegates from the French pipeline construction company—A.I.G.B. N.V.—which operates in Holland.

The visit, headed by the Dutch distributor for the Spate franchise—Wavo Handels en-Exploitatiemij—coincided with an announcement by Selwood that sales of Spate pumps to Holland during 1971 were 100 per cent up on the previous year.

In addition to studying the various production techniques and assembly of both pump ranges, the visitors also saw field demonstrations of all models.

Hungarian packaging mission, November 1971

A REPORT of the mission has been issued and copies may be obtained from the Department of Trade and Industry, Manufacturing Machinery Branch, M3, Room 634, Abell House, John Islip Street, London, SW1P 4LN (Tel: 01-834 4422, ext. 190). The objects of the mission were to study the Hungarian packaging industry and its likely future development trends and to assess the prospects for UK co-operation in these developments. The mission was composed of representatives of the British packaging industry and the London Chamber of Commerce, under the auspices of the Anglo-Hungarian agreement on Technological co-operation. The information obtained will be of great value in planning the programme for the Hungarian Packaging Mission to Britain later in 1972.

Educational team for Ethiopia

BRITAIN is sending a mission to Ethiopia, in response to a request from the Ethiopian government under technical assistance arrangements, to evaluate the organisation and work of the Educational Mass Media Centre in Addis Ababa. The Centre has been helped in the past by British staff and equipment.

The mission will be organised by the Centre for Educational Development Overseas (CEDO), a body which was set up two years ago under the chairmanship of Sir Lionel Russell, the former Chief Education Officer of Birmingham. It will comprise a five-man team who will visit Ethiopia shortly to evaluate the original objectives of the EMMC in the context of the future educational development of that country. The team will also be making recommendations as to the future objectives and development of the EMMC itself.

As with many developing countries, Ethiopia is faced with the problem of creating an educational system geared to the needs of its economic and social development. This also has to take into account the fact that many of its population will remain in rural areas throughout their lives. Such an educational system is likely to incorporate a substantial vocational element which may have to rely on educational innovations, including audio visual aids, because of shortages of suitable teachers and buildings.

During the same period, the World Bank are also carrying out a survey of the whole of the educational field in Ethiopia with a view to offering it some support.

Scottish drive in Italy

FOURTEEN Scottish firms whose products range from hospital equipment to Harris tweed, and from specialised plant and machinery for machine tools to surface coatings for buildings were represented on the Scottish Export Committees' trade mission to Italy (February 13 to 19). The mission was led by Mr. A. Stewart Wales, managing director, Stewart Wales, Somerville Ltd. of East Kilbride.

Organised by the Scottish Council (Development and Industry) in conjunction with the Department of Trade and Industry, the participating firms concentrated their sales campaign in the northern industrial area of Italy, operating from Milan.

Among the products shown to Italian customers through the medium of samples or illustrated brochures were electronic equipment for use with computer for automatic testing, paper board machinery, flagons for the drink trade, knitted Scotch bonnets and scarves and hand-framed knitted garments, whisky, wines, and spirits.

Far East visit

MR. ERIC MORGAN, managing director of British-American Cosmetics Ltd., left on February 15 for a two-week visit to Australia and Singapore. He will undertake a programme of progress, review and business initiation, following a successful planning conference in this country recently of all top BAC staff.

BAC was formed two years ago to co-ordinate the interests of the cosmetic companies within British American Tobacco—Yardley, Lentheric, Morny, Germaine Monteil, Scandia and Tuvache. It is today claimed to be Britain's largest cosmetic group, with ex-factory sales approaching £45 million a year. BAC's business is worldwide, with sales operations in over 120 countries, the group manufactures in 38 of these.

In Australia, he will review increased turnover resulting from the introduction of a new franchise system and stepped-up advertising; also plans for new product development and market expansion in Australia and New Zealand. These talks will be held with the Yardley manufacturing and marketing organisation, Yardley of London (Australia) Pty. Ltd. and Potter and Birks Ltd., distributors of Lentheric and Morny.

On return from Australia, Mr. Morgan will visit the Yardley manufacturing centre at Bukit Timah to examine opportunities for the development of Yardley business in Singapore itself and its export markets.

Book sales drive

DAVID AND CHARLES, the non-fiction publishers based at Newton Abbot, Devon, whose output now exceeds 250 bound books a year are making a special bid to increase their overseas sales at the same rapid rate as their home business. The chairman and managing director, Mr. David St. John Thomas, has just completed a round-the-world tour taking in the United States, New Zealand, Australia (four states) and South Africa and Mr. Thomas and the senior editor, Mr. Ian Williams, will between them be paying four visits to the United States in 1972, plus at least one to Canada.

David & Charles sell under their own imprint through agents throughout the world, with the exception of the United States where most books appear under the imprints of American publishers, being sold either in complete editions or on a 'rights' basis.

A recent visitor to the Chelmsford works of English Electric Valve Co. was Mr. P. F. Bohn from Norsk Marconikompani Ltd., EEV's representatives in Norway. Following several years technical experience with the Norwegian Air Force Mr. Bohn has now joined the team selling EEV tubes in Norway. He visited both the Lincoln and Chelmsford works of the companies to familiarise himself with the wide range of products. He is seen here (at Chelmsford) at the right with Peter Butcher, EEV sales engineer specialising in marine radar products.

Off to Latin America

CAPTAIN Iain Tennant, chairman of The Glenlivet Distillers Ltd., Edinburgh and his wife Lady Margaret Tennant, was due to leave the United Kingdom at the beginning of March for a visit to Venezuela and Panama to support a sales campaign for 'Something Special' and 'Queen Anne' whiskies.

Business delegation from Lyons

LED by the President of the Lyons Chamber of Commerce and Industry, Monsieur Fernand Blanc, 20 leading industrialists and businessmen from Birmingham's twin city of Lyons have found out at first hand the opportunities for mutual trade between Britain and France.

The visitors expressed satisfaction with the individual programmes arranged for them by the Birmingham Chamber of Commerce and Industry. These have included visits and talks to managing directors of British firms in similar fields. (Visits have been made to the Boots Co. Lenton Research Station at Nottingham, Dorman Diesels, Metal Closures, Marsh & Baxter, Bryant Homes, Walsall Chamber of Commerce Engineering Training Centre, and the Corporation of Insurance Brokers.)

'Judging from the excellent response,' said the president of the Birmingham Chamber of Commerce and Industry (Mr. W. R. P. King), 'I am confident that this first business visit from Lyons will result in an increasing number of individual contacts between not only the manufacturers of Birmingham and Lyons, but also between agents, importers, architects, builders, retailers, and insurance brokers, who made up the French group.'

The first day included a briefing on the National Exhibition Centre (including a visit to the site at Bickenhill) and a buffet supper given by the French. After a tour of the City, the visitors met the Lord Mayor, and after visits to firms, the president of the Birmingham Chamber hosted a dinner for them. One afternoon included a conducted tour of Redditch New Town.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

France and the United Kingdom: quotas for 1972

THE Anglo-French Commercial Agreement of February 6, 1960, has been formally extended for a further year from January 1, 1972. The levels of quotas for import into Metropolitan France from the United Kingdom have been agreed as set out in the list below and an announcement opening these quotas for the full year appeared in the French *Journal Officiel* of February 20, 1972. Applications submitted before this date for which import licences have not been issued by March 6 will be considered void.

I Allocation of quotas

A. List of quotas administered in France

Quota no.	Tariff no.	Description	Quota amount
4	06.02 ex D	Hothouse and greenhouse plants	£5,000
5	06.03	Cut flowers	60 tons
7	ex 16.04, 20.01 ex 20.02, ex 20.06 ex 21.07	Products of the food industry	£40,000
21	38.14 BI ex a	Oil additives	£200,000
37	(85.15 C ex III (85.21 ex D	Assemblies containing crystal diodes, triodes and other crystal valves including transistors, constituting components of radio-electric apparatus	£16.000
43	89.01 BI Various	Light boats Replacement parts for light boats	£350,000
53	Various	Miscellaneous [1]	£250,000

[1] Credits allocated to this quota are reserved for restricted goods not covered elsewhere in the Agreement nor falling within global quotas.

— B. List of quotas administered in the United Kingdom.

Quota no.	Tariff no.	Description and name of adminstering authority	Qutoa amount
14	ex 20.04, ex 20.05, ex 20.06	Mincemeat and lemon curd—Food Manufacturers' Federation	£20,000
15	ex 20.05	Jams—Food Manufacturers Federation	£20,000
15 bis	ex 20.05	Marmalade made from citrus fruit or ginger—Food Manufacturers Federation	£95.000
16	20.07 A, ex B	Fruit juices—Food Manufacturers' Federation	£1,500
17	ex 21.07	Fruit and other essences—Commercial Relations and Exports Division, Department of Trade and Industry	£10,200
18	22.09 C ex I	Rum—Rum Importers' Association of Great Britain	£2,400

For quotas administered in France (List A above) applications for licences should be submitted on form AC and be accompanied by a *pro-forma* invoice emanating from the exporter or his accredited agent.

For quotas administered in the United Kingdom (List B above) the licence applications must be in block letters, the words 'Importation de Grande-Bretagne, poste No..............., and must be accompanied by a *pro forma* invoice or quota certificate endorsed by the appropriate British authority.

Both types of licence applications should be submitted to the Direction Generale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris 9e, where they will be examined from February 26, as and when they are received.

II Additional formalities

In addition special import conditions are applicable to products imported under quotas numbered 7, 14, 15, 15 bis, 16, 17, 18 and in certain cases, 53, and are set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows:

Importers of non-liberalised agricultural products and alimentary products in the following list, must furnish three copies of a *pro forma* invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter and must be in French or have a French translation attached:

Tariff no.	Description
07.02	Frozen vegetables (except olives)
07.04 A, ex C	Dried, dehydrated or evaporated vegetables
08.07 A	Fresh stone fruit: apricots
08.10	Frozen fruit, not containing added sugar
ex 08.11	Fruit preserved in brine or sulphur, other than cherries
08.12 C, ex F	Dried plums (in cases of less than 50 kg) and fruit salads containing 20% or more of plums
ex 09.01	Roasted coffee and substitututes containing coffee
13.03 BI & II	Dried pectins, extracts and juices of pectins
17.04 A	Liquorice extract containing more than 10% by weight of sugar, not containing other substances
20.01, ex 20.02) 20.04, ex 20.06)	Preserved or prepared vegetables and fruit
20.07 A, ex B	Fruit juices
21.07 ex F	Food preparations not elsewhere specified or included

The following information, in French, must be detailed on all *pro forma* invoices:

All products. The exact descriptions of the products, including the name under which they are sold.

Pectins, extracts and juices of pectins. The degree of concentration and the nature of the pectin.

Products falling under tariff headings 17.04 and 21.07. A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components. Where colouring materials are used, the exact nature of the materials must be stated, with reference to the index or to Schultz. The same requirements apply to any chemical materials used. It must be stated whether any flavourings are natural or artificial.

Fruit juices. Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legislation and, in particular, are not the result of a dilution of a concentrate with a juice.

It is stressed that invoices, as detailed above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

III Quotas for imports into French Overseas Departments and Territories from the United Kingdom

The following quota levels have been agreed and an announcement about their opening should appear in due course:

Description and tariff no.	Quota Amount
Printed cotton textiles into New Caledonia (55.09 ex A)	£10,000
Miscellaneous products imported into Overseas Departments	£25,000
Miscellaneous products imported into Overseas Territories	£40,000

EDB ext. 423/408/288

Brazil: New industrial property code

BRAZIL has replaced the Industrial Property Code of 1969 with a new Code which took effect from December 31, 1971. Under the new Code patent applications are to be laid open for public inspection after 18 months from the date of filing or the earliest priority date and it is laid down that requests for examination shall be made within 24 months of publication. In addition to patents for inventions, provision is now made for the grant of utility model patents. Patents of invention and utility model patents are granted for a term of 15 years and 10 years respectively from the date of application. Among the non-patentable inventions listed are chemical-pharmaceutical products as well as processes for manufacturing them. The Code lays down that its provisions apply to all pending applications.

Under the new Code prior use of an unregistered trade mark no longer constitutes grounds for opposition to an application to register a trade mark. It is provided, however, that within a period of 90 days from the operative date of the Code (ie up to March 29, 1972) the holder of an unregistered trade mark may apply for registration of his mark if he can prove use in Brazil. Holders of such unregistered marks are strongly advised to apply for registration by this date. The first applicant will normally be entitled to registration thereafter.

An unofficial translation of the new Code is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London WC2.

Tunisia: trade agreements

SWITZERLAND: The Tunisian *Journal Officiel* of January 25 announced the renewal for a further year of the 1961 trade agreement between Tunisia and Switzerland. This took effect from January 1. Under the terms of the agreement, Tunisian exports will be concentrated in the agricultural and mineral sectors while Tunisian imports will include electrical and mechanical plant, watches, and textiles. **EDB ext. 460/461**

USSR: The Tunisian *Journal Officiel* of January 25 announced details of trading arrangements between Tunisia and the USSR as applicable for 1972. Tunisian exports to the USSR will include citrus fruit, wine, and cork, while Tunisian imports will include machinery and transport equipment. **EDB ext. 420/475**

Italy and Poland

A CIRCULAR in the Italian *Informazioni per il Commercio Estero* of February 9 announced that the quota lists annexed to the 1971 trade protocol of December 9, 1970, between Italy and Poland will be valid for the full year of 1972. **EDB ext. 466/467/482**

Hungary and Algeria

THE Hungarian press reports that a trade agreement for the period 1972-74 between Hungary and Algeria was recently signed in Budapest. Hungarian exports to Algeria will include textiles, pharmaceutical products, rolled steel and aluminium products, electrical machines, telecommunication and hospital equipment, instruments, cranes, electric meters, and incandescent lamps. Imports from Algeria will include raw phosphate, non-ferrous metal concentrates, beer, figs, oranges and orange juice, cork, metallurgical products and plastics basic materials. No further information is available. **EDB ext. 420/475**

Hints to businessmen booklets

REVISED editions of the booklets on Bulgaria, India, Kuwait, Malawi and Morocco, have been published in the 'Hints to Businessmen' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, telephone: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

TARIFF & TRADE NOTICES

European communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

General. Directive 72/108/CEE of February 1, 1972, fixes the standard rate of return to be applied to certain undertakings relating to the temporary import of certain agricultural products for processing. (*Journal Officiel* No. L45, February 21, 1972)

The *Journal Officiel* No. L43, February 18, 1972 contains a correction to Regulation (CEE) No. 1537/71 amending Regulation (CEE) No. 204/69 laying down, for certain agricultural products exported in the form of goods not covered by Annex II of the Treaty, general rules relating to refunds and the criteria for fixing their amount.

Fruit and vegetables. Regulation (CEE) No. 357/72 annuls Regulation (CEE) No. 316/72 applying the Common Customs Tariff to imports of certain varieties of sweet oranges originating in Israel. (*Journal Officiel* No. L44, February 19, 1972)

The *Journal Officiel* No. L43, February 18, 1972 contains Corrections to:

(1) Regulation (CEE) No. 53/72 relating to the application of the Common Customs Tariff to imports of certain varieties of sweet oranges originating in Spain;

(2) Regulation (CEE) No. 54/72 relating to the application of the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Spain.

Milk and milk products. Regulation (CEE) No. 369/72 amends Regulation (CEE) No. 2637/70, in so far as it concerns the period of validity of export certificates in the milk and milk products sector. (*Journal Officiel* No. L47, February 23, 1972)

The *Journal Officiel* No. L43, February 18, 1972 contains a correction to Regulation (CEE) No. 2732/71 amending Regulation (CEE) No. 876/68 in so far as it concerns the adjustment to be made in the milk and milk products sector, to refunds fixed in advance.

Rice. Regulation (CEE) No. 363/72 amends Regulation (CEE) No. 1613/71 in so far as it concerns the corrective amounts relating to rice brokens coming from Surinam. (*Journal Officiel* No. L46, February 22, 1972) **EDB ext. 7174/408**

TEMPORARY SUSPENSION OF IMPORT DUTIES—CORRECTION: The *Journal Officiel des Communautés Européennes* No. L46, February 22, 1972, contains a correction to Regulation (CEE) No. 2780/71 of December 20, 1971 relating to the temporary suspension of the Common Customs Tariff duties on certain products. **EDB ext. 7174/408**

HARMONISATION OF LEGISLATION — PUBLIC SUPPLY CONTRACTS: The *Journal Officiel des Communautés Européennes* No. C7, January 28, 1972, contains the draft text of a proposed directive relating to the procedures and conditions governing publication in the *Journal Officiel des Communautés Européennes* of notices concerning the award of public works contracts. It should be noted that the text of the directive when finally approved may differ from the draft text referred to above. The French text may be seen on application. **CRE ext. 2354/2355**

Spain

HOME COMPENSATION TAX-MODIFICATIONS: The Spanish *State Gazette* of February 21 published modifications in the Home Compensation Tax Levy on the following: Synthetic latex, tariff headings 40.02-A.1, 12 per cent; Other, 7 per cent. Nickel and products of nickel metallurgy, tariff heading 75.01-A, HCTL 10 per cent and tariff heading 75.05, HCTL 10 per cent. **EDB ext. 462/471/472/473**

OPENING OF GLOBAL QUOTAS: The Spanish global quotas for 1972 were published in *Trade and Industry*, January 20, page 128. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quota numbers:

Quotas 3 to 7 inclusive for the annual quota value. Applications against quotas 3, 4 and 5 should be presented not later than March 16 and against quota 6 not later than October 30: applications against quota 7 are invited any time during 1972.

Quotas 15 to 32 inclusive and quota 51, for the first half of 1972 for 50 per cent of the annual quota value. Applications must be presented not later than March 22 in the case of quotas 15 to 24 and not later than March 23 for quotas 25 to 32 and 51.

Quotas 33 to 42 inclusive and 47, 53 and 55 for the first half of 1972 for 50 per cent of the annual quota value. Quota 57 is opened for the whole of the annual value. Applications should be presented not later than March 27. **EDB ext. 462/471/472/473**

JOINT ASSEMBLY—HYDRAULIC EXCAVATORS: In the Spanish *State Gazette* of February 18 the Spanish authorities published approval under the special system of joint assembly (details of which appeared in the *Board of Trade Journal*, August 11, 1967) of a specific resolution for the manufacture of hydraulic excavators with a dipper capacity of between 300 and 500 litres. The parts components and auxiliary material which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty. The total value of the parts, components, etc. to be imported with the reduced import duty should not exceed 40 per cent of the total industrial cost price. The Spanish firm authorised is Talleres Unidos, S.A. (TUSA) Juslibol 14, Zaragoza, whom British firms should contact. From the time of coming into force of the first specific resolution for the joint assembly of these hydraulic excavators all customs duty reductions or exemptions for the import of this type of equipment will be suspended. The current specific resolution will remain in force until February 17, 1974. A detailed list (in Spanish) of the equipment involved is available from Export Data Branch, Tariff Section.

EDB ext. 462/471/472/473

CUSTOMS TARIFF MODIFICATION—CORRECTION: Notice was given in *Trade and Industry*, February 24, page 336, of customs tariff modifications. Details of an asterisk note to Chapter 73.13-D.1 should have read: 'The additional duty established for this Heading will only be applied to square or rectangular sheets and plates of less than 10 mm. thickness and less than 2 metres in width'.

EDB ext. 462/471/472/473

France

LIBERALISATION OF IMPORTS: In accordance with EEC Regulations Nos. 804/68, 1410/71 and 2864/71, the French *Journal Officiel* of February 5 announced the liberalisation (with immediate effect) of the following goods previously subject to quantitative restrictions when imported into France and her Overseas Departments:

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Tariff no.	Description
Imported from all countries other than EEC countries:	
04.01 A	Milk and cream, fresh, not concentrated or sweetened; of a fat content (by weight) not exceeding 6%.
Imported from all countries:	
04.01 B	Milk and cream, fresh, not concentrated or sweetened; of a fat content (by weight) exceeding 6%.

EDB ext. 423/408/288

GLOBAL QUOTA FOR IMPORTS OF FROZEN MUTTON: AMENDMENT: Both the heading and the tariff description in the notice published in *Trade and Industry*, February 24, page 336, should read 'Sheepmeat (ie mutton and lamb)' instead of 'Mutton'.

EDB ext. 423/408/288

Federal Republic of Germany

QUOTAS FOR GOODS AT TRADE FAIRS, FIRST HALF 1972: The Federal German authorities have announced that import licences will be issued covering sales at foodstuffs fairs by United Kingdom exhibitors, up to the following limits:

Miscellaneous foods		DM 500,000
of which		
barley/oat products	DM 25,000	
canned vegetables	DM 50,000	
Miscellaneous foods from dependent overseas territories		DM 40,000
Ice cream (BN 2107 22-29)		DM 250,000
Ice cream mix		DM 100,000

IMPORT LICENSING—NEW POTATOES: The Federal German authorities have invited applications from importers in Germany for import licences in respect of tariff no. 0701 26, certain categories of new potatoes—harvest 1972. Applications have to be submitted by May 18, 1972, to the Bundesamt fur Ernahrung und Forstwirtschaft, 6 Frankfurt a/M, Adickesallee 40. **EDB ext. 466/467/482**

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Switzerland

SUSPENSION OF DUTY: In Recueil No. 6 of February 11, the Swiss Federal Council announced that, with effect from February 1, the import duty on vermouth and other wines, under heading 22.06.10, has been suspended. **EDB ext. 460/461**

Morocco

CHANGE OF ADDRESS: The Commercial Department of the British Embassy in Rabat has been transferred to the British Consulate-General in Casablanca. All commercial inquiries should now therefore be addressed to the Consulate-General. The postal address is: Commercial Department, British Consulate-General, 60 Boulevard d'Anfa, (Boite Postale 762), Casablanca, Morocco (tel: 614-40/1). **CRE ext. 2358**

Israel

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax Order which affect the following items: wine; spirituous beverages; domestic lighters for gas appliances; litharge; insulated electric wire for winding, locally manufactured; and television receivers. British exporters with inquiries should specify the item(s) in which they are interested. **EDB ext. 420/475**

Jordan

EXPORTS BY AIR: The Central Bank of Jordan has ruled that letters of credit established in the name of beneficiaries in the UK must include a condition that goods consigned for shipment by air should be carried by the Royal Jordanian Airlines. The Central Bank states that foreign exchange will not be released in instances where this ruling is not complied with. Air consignments sent CAD etc. are not as yet affected. **EDB ext. 420/475**

Ivory Coast

SPECIAL QUOTAS, 1972: Special global quotas for the importation into the Ivory Coast of the following items have been introduced for 1972: matches, 2 tons; detergents, 270 tons; paints, 400 tons (300 tons originating from the European Economic Community). **EDB ext. 462/471/472/473**

Senegal

IMPORTATION OF CHOCOLATE: It has been announced that the importation into Senegal of chocolate (tariff no. 18.06) is to be subject to global quota for three years. The importation will be subject to the prior authorisation of the Minister of Commerce. **EDB ext. 462/471/472/473**

Ghana

IMPORT CONTROL: Telegraphic information has been received from the British High Commission in Accra that an Essential Commodities Committee was inaugurated on February 28 to deal with the importation and internal distribution of the following items which will now be designated 'The Scheduled Essential Commodities':

Sardines, Rice, Sugar, Baby Foods, Machets, Flour, Cod (Stock Fish), Evaporated Milk, Soap, Mackerel and Corned Beef. All these commodities are subsidised and no individual or company will be permitted to import them.

In addition, a Central Agency has been established for the bulk importation of the following selected industrial raw materials: Cotton, Yarn, Yarn of man-made fibres, Raw Cotton, Universal Plates and Sheets, Wheat Grain, Hops and Hops Extract, Leather, Metal Accessories for the leather and garment industries, Tallow, Palm oil for industrial use, Dye Stuffs, Industrial Chemicals, Essential Oils, Aluminium Coil, and Concentrates of alcoholic and non-alcoholic drink. **EDB ext. 471/472/473**

Economic Development in Iran 1900-1970

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Nigeria

COMPENSATION FOR WAR DAMAGE: The British High Commission at Lagos has reported the establishment of War Damage Assessment Committees in the Rivers and East Central States. The Committees' terms of reference include collecting and analysing reports from individuals, organisations and institutions, both public and private, assessing the cost of the war to physical assets and determining the form which Nigerian Government assistance will take. British firms who wish to submit claims for compensation for war damage should apply for a copy of the questionnaire to Commercial Relations and Exports Department, quoting reference CRE 20480/4. **CRE ext. 3064/3338**

Angola

IMPORT LICENSING: In *Trade and Industry*, December 16, 1971, warning was given of severe restrictions on the import of goods into Angola. Licences are required for all goods which have now been listed according to specified priorities. First priority in the issue of licences will be given to essential products, eg raw materials, basic foodstuffs, fuels, fertilisers, pharmaceuticals, and capital goods. Although there is no absolute prohibition it is most likely that licences will be issued for goods which compete with local products or which have been listed under a lower degree of priority. Furthermore, the issue of licences for the import of certain capital goods eg railway track, bridge sections, boilers, electrical machinery, and mechanical appliances, will be conditioned by the credit terms offered. British exporters requiring further information on the position of specific products should state the BN numbers or furnish an adequate description of the goods in which they are interested. **EDB ext. 460/461**

Republic of Zaire

INCREASED IMPORT DUTIES: The British Embassy at Kinshasa has reported that two *Ordinnance Lois* were signed on February 16 to come into force that day. They provide for an increase in import duties on a wide range of luxury items through the raising of the droit fiscal element of the import charges. (Full details are not yet available.) They also provide for the imposition of a temporary economic tax (*taxe temporaire conjuncturelle*) of 5 per cent on the cif value of all remaining imports except certain basic foodstuffs and other items which are exempt from import duties. **EDB ext. 471/472/473/462**

CHANGES OF NAME: On January 5, the Zairian authorities promulgated a new law on Zairian nationality which provides as follows:

(a) a child born of a father of foreign nationality and a Zairian mother must take the mother's family name;
(b) all Zairians with a 'foreign-sounding name' must assign themselves a Zairian family name.

Following the promulgation of this law, President Mobutu has dropped the Christian names Joseph Desire and is now to be known as: His Excellency Lt.-General Mobutu Sese Seko. Various other Ministers have also changed their names in accordance with the new law.

Exporters are strongly advised to check the names of their business associates in Zaire.

The Katanga province has been renamed and is now called Shaba province. Exporters will wish to know that following the change of name of the Democratic Republic of the Congo to Zaire in October, all organisations in Zaire were requested to eliminate any reference to the word Congo (or its abbreviated form of C or Co.) in their title. **CRE ext. 2334/3338**

Uganda

IMPORT DEPOSITS: The following statement by the Director of Exchange Control in the Bank of Uganda was published in the *Uganda Argus* of February 19: 'All spares and raw materials for industry are now exempt from import deposits'. These goods are now exempt from the import control measures published in *Trade and Industry*, December 23, 1971, page 640.

EDB ext. 471/472/473/462

Republic of South Africa

CUSTOMS TARIFF CHANGES: The following changes in customs duty have been notified in the South African *Government Gazette* of February 18:

R.198. The duty on unprinted vinyl chloride polymers and copolymers in plate sheets strip film and foil, of a thickness not exceeding 0.05 mm. is increased from free to 25 per cent (BN 39.02.50).

R.199. Specific provision is made for damask brocade and similar Jacquard figured fabrics woven from cellulosic fibres, and the duty thereon amended (BN 51.04.85 and 56.07.85).

R.200. The duty on television receiving sets is increased from 20 per cent to 100 per cent or R.500 each less the fob price. Specific provision is also made for picture tubes of a kind used in such sets and the duty thereon increased from 12.5 per cent (general) and 7.5 per cent (preferential) to 100 per cent or R.250 each (general) and 95 per cent or R.250 each less 5 per cent (preferential).

EDB ext. 471/472/473/462

Malaysia

SALES TAX: A notice was published in *Trade and Industry*, February 17, regarding the proposed sales tax announced in the Malaysian budget for 1972. A cable has been received to the effect that the 5 per cent sales tax came into force on February 29, 1972. The main exemptions from the tax are foodstuffs (except chocolate and confectionery), basic building materials, aircraft, bicycles, motor-cycles, tricycles, ships, mineral products (including petroleum), and some base metal products. A full list of the exemptions will be published as soon as possible. No further information is available at present.

EDB ext. 469/401/468

Singapore

MOTOR VEHICLES—ANTI-POLLUTION MEASURE: The Ministry of Communications announced recently that all petrol motor vehicles registered on or after March 1, 1972, must be fitted with crankcase emission control devices. Plans are also being formulated to require the present 156,000 motor vehicles on the road to be fitted with the device in gradual stages. Details of these dates are not yet known. No further information is available.

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New Zealand

CUSTOMS TARIFF INQUIRY—ADDITION TO SCHEDULE A: At the request of the New Zealand Minister of Overseas Trade, the Tariff and Development Board proposes to inquire into and report upon the question whether goods listed in the Schedule to this notice should be added to Schedule A of the New Zealand/Australia Free Trade Agreement.

The Board will, in accordance with its normal procedures, conduct a public hearing in the Board Room, First Floor, Law Society Building, 26 Waring Taylor Street, Wellington, on April 26, 1972, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge 14 copies of a typewritten statement of the evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Thursday, April 6, 1972, 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. P.O. Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', telephone Wellington 43-706)—the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ—and requiring further information should approach the Commercial Relations and Exports Division.

			BP	MFN	GEN
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal:				
	Frames with clasps for handbags and the like:				
83.09.001	Frames measuring not more than 8 in. in width between the hinges		30% or*	..	60% or*
83.09.002		each	8c	..	8c plus 30%
83.09.008	Other		30% or*	..	60% or*
83.09.009		each	25c	..	25c plus 30%

*Where alternative rates are shown the rate chargeable is that which returns the higher duty.

CRE ext. 2321

Australia

SPECIAL ADVISORY AUTHORITY INQUIRY ON ISO-OCTANOL: The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of isooctanol (tariff items 29.04.300 and 38.19.900). Tariff details from EDB ext. 468, 469 or 401.

The Special Advisory Authority is required to report within 30 days of the date of reference (in this case by March 30).

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London SW1 (Tel. 01-799 7447). Reference CRE 2763.

CRE ext. 2319

United States

CARPETS AND RUGS: The US Federal Trade Commission proposes to establish new rules concerning labelling of carpets and rugs which have had a fire-retardant treatment, and labelling of small carpets and rugs which do not meet the requirements of Standard DOC FF2-70. Certain other amendments are proposed relating to guaranties and representative tests and record-keeping requirements. (FR 16.2.72)

CRE ext. 2397

ISLAND TERRITORIES: Tariff Section, Export Data Branch, now holds some updated information on import duties and taxes levied in some of the island territories administered by the United States. Notable among these are the US Virgin Islands, Guam and Micronesia (Trust Territory of the Pacific Islands—Marshalls, Carolines and the Marianas—other than Guam).

EDB ext. 455/456/457

PACKAGING STANDARDS: In *Trade and Industry*, September 30, 1971, notice was given of proposed child protection packaging standards for preparations containing aspirin. The Commissioner of Food and Drugs has now announced details of the standards, which will come into effect on August 14, 1972. (FR 16.2.72)

EDB ext. 455/456/457

POTTERY: In *Trade and Industry*, June 21, 1971, notice was given of an escape clause investigation by the US Tariff Commission, under Section 301(b) of the Trade Expansion Act 1962, to determine whether certain earthen and china table and kitchen articles are being imported in such increased quantities as to cause serious injury to the domestic industry. The Commission has now reported to the President a finding of serious injury to the domestic industry producing certain earthen table and kitchen articles but no injury in the case of household china table and kitchen articles. Further details will be published when the President acts on the report.

CRE ext. 2397

Panama

INCREASE IN LIQUOR IMPORT DUTIES: Panama Cabinet Decree No. 21 of February 1, 1972, increases the import duty on the following imported liquors from April 1, 1972:

Tariff no.	Description	Unit	Duty US$
112.01.01	Table wine, white or red	Litre	0.92
112.01.02	Champagne	Litre	4.56
112.01.03	Other sparkling wines	Litre	4.56
112.01.99	Other wines nes, including grape must	Litre	1.96
112.02.00	Cider and fermented fruit juice (fruit wines not elsewhere specified)	Litre	1.96
112.03.00	Beers and other fermented cereal beverages	Litre	2.02
112.04.01	Aromatic bitters, liquid in original retail containers	KG	0.66
112.04.02	Rum and other sugar cane spirits	Litre	7.00
112.04.03	Whisky	Litre	7.00
112.04.04	Cognac and brandy	Litre	7.00
112.04.08	Other distilled alcoholic beverages nes	Litre	7.00
112.04.99	Ethyl alcohol testing less than 80° by Gay-Lussac	Litre	7.80

EDB ext. 474/476/7312

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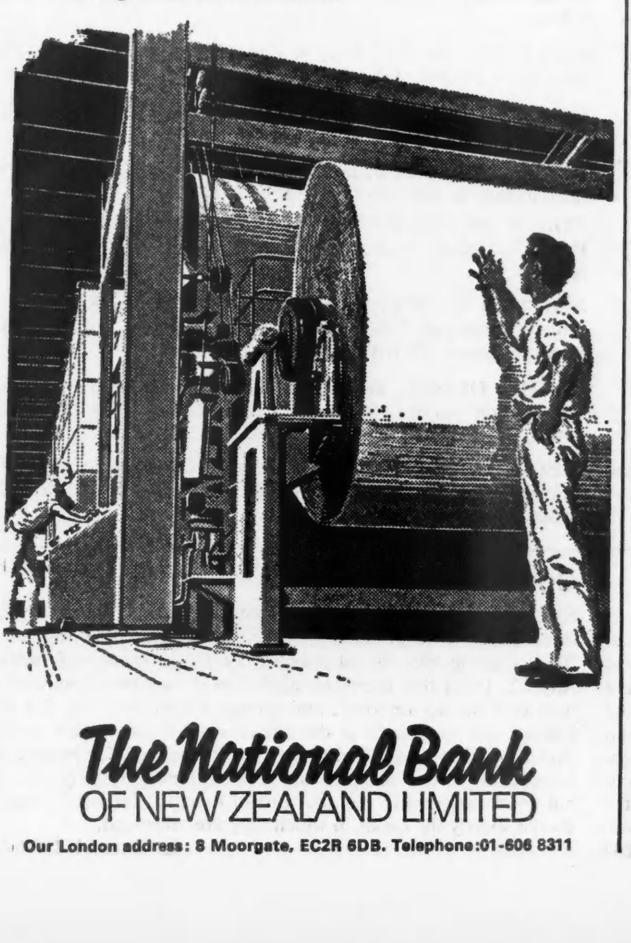

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EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

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SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

Argentina

FOREIGN EXCHANGE: Further to *Trade and Industry* notice of January 6, from February 23 new percentages of the fixed commercial rate and the floating financial rate have been introduced for exchange for imports and exports. Importers will now have to pay for 43 per cent of their foreign purchases at the higher financial rate and 57 per cent at the commercial rate. This will also apply to exports of traditional goods such as meat and cereals, but for exports of industrial products coming under the Government promotion scheme, the proportion will be 55 per cent at the financial rate and 47 per cent at the commercial rate. These charges amount to an effective devaluation of 9.2 per cent.

CRE ext. 2287

Costa Rica

EXCHANGE CONTROL: The system of dividing imports into three lists for foreign exchange purposes introduced by Supplement 70 to Gazette No. 141 of July 10, 1971 (see *Trade and Industry*, July 22, 1971) has been amended. List 1 has been renamed the 'List of Essential Imports', and foreign exchange to pay for these imports can be bought at the official rate. Goods which were included in Lists 2 and 3 will now have to be paid for by exchange bought on the free market, as will a few items formerly on List 1 but not transferred to the new 'List of Essential Imports'. Inquirers should specify the goods in which they are interested.

EDB ext. 474/476/7312

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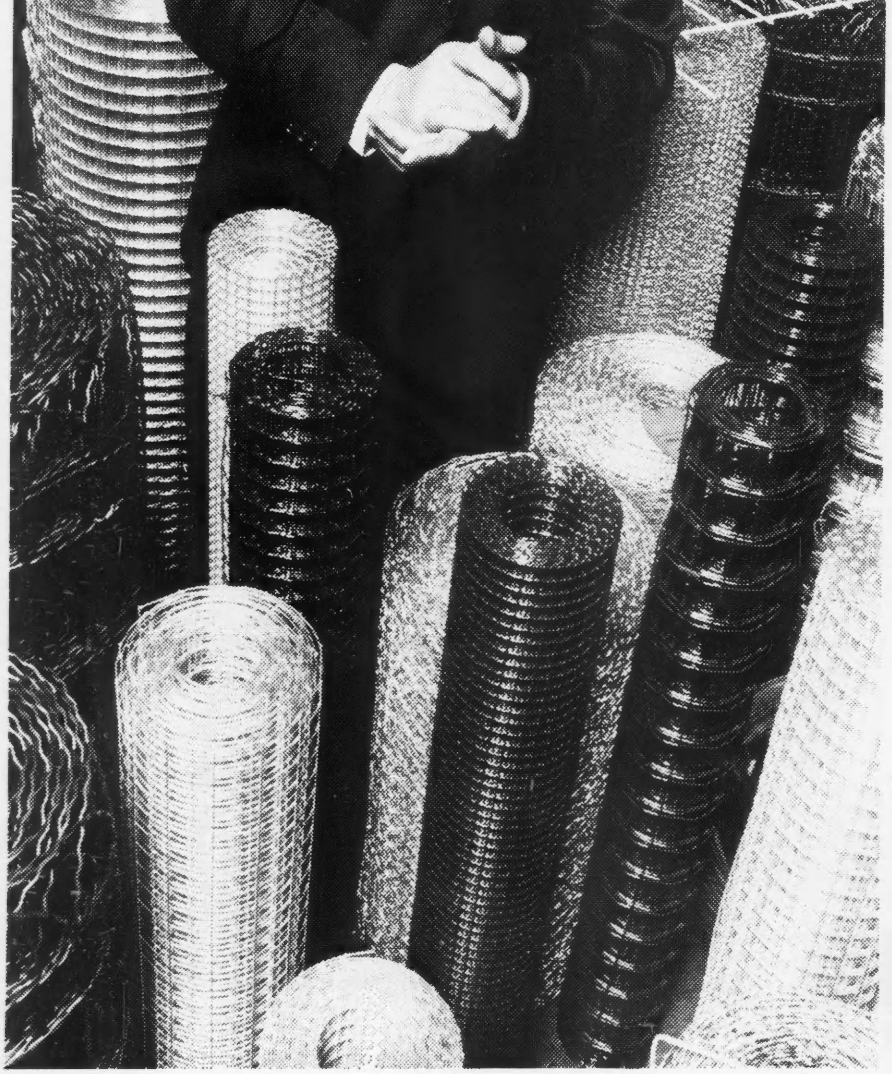

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